

CONNECTICUT INDUSTRY

FEBRUARY
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A PHOTO-MONTAGE of a number of wire products made by C. O. Jelliff Mfg. Corporation of Southport, Conn.

In this issue:

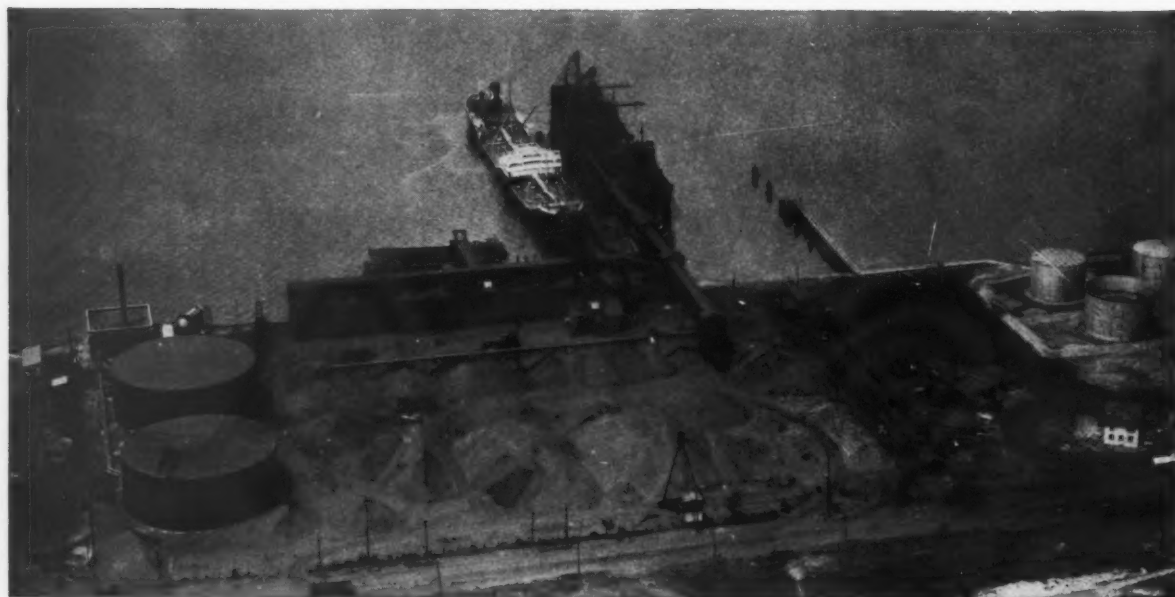
THE C. O. JELLIFF MFG. CORPORATION
N.I.C.B. SETS NEW GUIDE POSTS FOR INDUSTRY
CONNECTICUT'S NEW INDUSTRIES

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FEBRUARY 1940

CONNECTICUT INDUSTRY

VOLUME 18

NUMBER 2

MANUFACTURERS' ASSOCIATION OF CONNECTICUT, INC.

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A TOKEN OF VITALITY

By E. KENT HUBBARD

Often as I have finished a business day into which have come the many difficult controversial problems with which the industrialists of our state are faced, I have wondered why the general scheme of things could not be changed and why we could not adjust our affairs so that there would be no need for controversy and that all men might come more nearly to agreement in viewpoint. Then I speculate upon the futility of such a wish or hope. It is heartening, therefore, to read the words of the man who is generally considered the outstanding jurist of the country. He was speaking in connection with the commemoration of the first meeting of the Supreme Court of the United States one hundred and fifty years ago when he referred to disagreements over the interpretation of the Constitution. "It should occasion no surprise that there should be acute differences of opinion on difficult questions of constitutional law when in every other field of human achievement, in art, theology, and even on the highest levels of scientific research, there are expert disputants.

"The more weighty the question, the more serious the debate, the more likely is the opportunity for honest and expert disagreement.

"This is a token of vitality. It is fortunate and not regrettable that the avenues of criticism are open to all whether they denounce or praise. This is a vital part of the democratic process."

The Chief Justice has pointed to the keystone of democracy and he has laid down the essential that independence and the fearlessness of impartial thought result in the proper solution of the problems in the end.

Not a day passes that the Association, acting in behalf of the manufacturers of the state, does not have helpful conferences with state officials, with representatives of the federal government, with opposing business groups, with representatives of labor, or with the representatives of other groups who, in the beginning, have a different viewpoint. However, I have found that rarely is it impossible to come to an amicable understanding. I have found that most men are fair, that most men are conscientious and willing to see the other fellow's viewpoint. The great difficulty arises out of long-distance argumentation. Andrew Jackson once said of another man: "Of course I have never met him. I don't know him. Therefore, I dislike him and heartily disagree with him."

It is a splendid thing that this "vital part of the democratic process" is in force. In this great country of ours, we may still use our courts and our quasi judicial bodies to settle our formal disputes. We may use the conference table and the luncheon table to settle our differences of opinion. We may speak as loudly as we wish on the street corner, in legislative halls, and elsewhere our opinions on the doings which we like or do not like.

As the Chief Justice said, this method is the "token of vitality."

Published monthly by the Manufacturers' Association of Connecticut, Inc., with executive offices at 50 Lewis Street, Hartford, Connecticut. Entered as second-class matter January 29, 1929, at the post office at Hartford, Connecticut, under the Act of March 3, 1879. As the official magazine of the Manufacturers' Association of Connecticut, Inc., it carries authoritative articles and notices concerning the Association activities. In all other respects the Association is not responsible for the contents and for the opinion of its writers. Subscription Rates: \$4.00 for 3 years; one year, \$1.50; 20¢ a copy. Subscribers should notify publisher promptly of changes in address. Advertising rates on application.

LETTERS

Editor's Note. With this issue *Connecticut Industry* inaugurates for the first time a Letters department. It is hoped that our readers will keep this column or a whole page filled with their frank viewpoints on any subject. Letters should reach us by 15th of each month. They will be printed either anonymously or with signature according to the wishes of the writer.

January 20, 1940

The Manufacturers Association of
Connecticut
Hartford
Connecticut
Gentlemen:

Referring to Bulletin 738 and your question: "Are you on a Sucker List?"

Yes, jointly, severally and personally: but not seriously-fatally.

Our method may appeal to you. At midnight on December 31st of each year, we open up a clean sheet. The first applicant receives \$0.00 and we double this amount for each successive application.

Very truly yours,
(anonymous)

Harold G. Manning
Attorney-at-Law
Patent and Trade-Mark Causes
Waterbury, Conn.

January 24, 1940

To the Editor of "CONNECTICUT
INDUSTRY"
50 Lewis Street
Hartford, Connecticut

Dear Sir:

The recent attack upon the patent system made by the Temporary National Economic Committee in its investigation of monopolies has been taken very seriously by many persons interested in the preservation of that system, under which our country has made such remarkable progress since its enactment in 1836.

The grant of a patent to an inventor of something that did not exist before was justly excepted from the prohibition against monopolies, not only in the British "Statute of Monopolies" of 1623, but in our own country.

The essence of the monopoly, which

was abhorrent to the common law, was that it took away from the people some right or privilege which they previously had. A patent, on the other hand, deprives the public of nothing which it had before, but in fact, gives it a new creation after the expiration of the seventeen years grant to the inventor as a temporary reward for his efforts.

As was once stated by the United States Supreme Court:

"It is said monopolies are odious, but a patent right that shall compensate the inventor is not a monopoly in the general sense of that term. The inventor takes nothing from society."

Our liberal United States patent system, which was devised to "promote the progress of science and useful arts", has been extremely successful in accomplishing this aim and has spurred thousands of men and women into inventive activity.

We are today faced with a challenge

to create new ideas and inventions for the development of new industries. This can only be done by encouraging inventors and business men so that our national wealth may be increased and our standard of living raised—not by destroying property and ploughing under foodstuffs, or placing restrictions upon our freedom and initiative as attempts are now being made to do.

Invention and patents have raised the standard of living of the American people by giving them more goods and services. Employment and wages have also been increased as a result of patents, and working hours decreased with a resulting increase in leisure time.

In conclusion, it will be clear to all that only by stimulating inventors to continue to exercise their creative faculties shall we be able to break the present prolonged depression and return the nation to prosperity.

Very truly yours,

HAROLD G. MANNING

LEGISLATIVE HIGHLIGHTS

DOWN Washington way, we are told, no speed records are being broken by Congress. It's not so much that Congress admires the habits of the tortoise rather than the hare, but merely that this is an election year and that the spirit of independence of the executive branch of the government now seems to be hitting an all-time high for a seven year period in both Houses.

Evidence of this spirit came within a few hours after the President had read his budget message. It came in the form of a plan presented by Chairman Harrison of the Senate Finance Committee for joint action in considering the President's proposal for new taxes to raise \$460,000,000 for "emergency" defense. Senate Republicans endorsed the plan which also found immediate favor among the members of both parties in the House. In short, conservative Democrats and Republicans rallied around the twin war-cry of "economy" and "no more Reform Legislation" for this session. Congress has been manifesting its desire for economy through Senate and House Appropriations Committees each vying with the other in paring Presidential budget recommendations.

Congress wants no more taxes this election year. The President apparently wants no fight, preferring rather to

play the role of conciliator and incidentally put Congress on the "spot" rather than to grind out "musts" as in previous sessions.

The greatest threat to real economy that has already cut deep from such items as new post offices and national defense appropriations will come from farmers' demand for parity payments. Congress set a precedent last year by voting these payments over the President's objection and will therefore have difficulty in voting them down this year unless less costly plans can be suggested. If parity payments are voted, economy will be "out the window", for such payments would consume all savings made thus far, and then some.

House Ways and Means Committee has been proceeding with hearings on extension of trade treaties and Congressman Monkiewicz of New Britain has submitted the Association's brief which recommends amendments to the Trade Agreements Act. The brief states that the Association "is particularly concerned about the provisions of the law which automatically extends to all countries (except those by proclamation of the President excluded) benefits of an agreement made with a single country." The Association has also recommended that the

(Continued on page 27)

THE C. O. JELLIFF MANUFACTURING CORPORATION

TO the average housewife or layman, wire cloth means adequate protection against flies and mosquitoes. Mention wire cloth or screen to an industrialist and he will immediately visualize woven wire and rod from the coarsest meshes with holes the size of a silver dollar to the finest screen with openings the size of a pinpoint. But to the onion growers of the Southport—Westport—Norwalk area in 1880, wire cloth meant a so-called hair cloth sieve which would clean onion seeds effectively.

Thus it came about that the business of growing onions sired the wire cloth business of the C. O. Jelliff Manufacturing Corp. of Southport, Connecticut, for C. O. Jelliff, a hardware store owner, began first to meet the needs of the onion growers in 1880 by making hair cloth sieves. Then came ox muzzles, sand sieves

Editor's Note. Sixtieth in a series of articles on Connecticut's diversified industries, this one dwells chiefly on product development from hair cloth onion sieves to production of wire mesh by electro-deposition.

from 1916 until 1940, the company's 60th anniversary, we need only to recount: four power looms and a few hand looms and not over a score of workmen in 1916; 72 power looms, no hand looms and 120 workers in 1940.

Growth Stimulants

Searching behind the scenes one soon discovers that the causes for growth at Jelliff were threefold. First, and most important, was the initiative and progressiveness of the new management of which Mr. H. H. Rennell was the predominant figure. Second was the rapid progress in the electrochemical industries after the World

proper sizes but in August of that year, in order to reduce its costs, a complete wire drawing department was installed and placed under the direction of J. F. Kavanaugh. One of the first developments following the installation of the wire drawing department was the exclusive production of Kanthal, a high temperature, high resistance alloy used in wire or strip form as heating elements by the electrical industry. Kanthal, developed in Sweden by A. B. Kanthal, was first placed on the market in Europe about six years ago where it met with instant success in all types of heating applications and now is considered the highest type of resistance material on the European market. Observing that the characteristics of Kanthal went far beyond the high-heat, high resistance and long life range of Nickel-Chromium alloys, formerly used exclusively for electrical heating units, the C. O. Jelliff Company made an exclusive licensing arrangement for the fabrication and distribution of this high quality alloy to the U. S. market.

Available in three different grades in order to accommodate a wide range of temperatures required by different types of industrial and domestic heating apparatus, Kanthal alloys are said to have a resistivity of 25% to 35% higher than pure Nickel-Chromium and a specific gravity 15% lower, which makes it possible to design and build more compact and higher capacity electric heating units. Some of its principal applications include: high speed hardening furnaces, heat treating furnaces for stainless steel, high temperature laboratory furnaces, metal melting furnaces, enameling and ceramic furnaces, high temperature electric range and other domestic appliance units where high temperatures are required, high grade spark plugs, Diesel engine glow plugs and oil burner ignition points.

Lektromesh

Most sensational of all Jelliff products—Lektromesh—just emerged from the laboratory in 1938—the resultant of a long period of research and devel-



AIRVIEW of C. O. Jelliff plants at Southport, Connecticut.

and numerous sieves for other purposes from the slow-moving hand looms of Mr. Jelliff.

Business developed in keeping with the slower tempo of the times until Mr. Jelliff died in 1914, when his business was in the doldrums. Wilmot F. Wheeler and Henry H. Rennell, purchased all the assets of the company two years later, and almost from the start, began to breathe new life into it. To sum up briefly its growth

War which created an unprecedented volume demand for wire cloth. Third, was the progressive research and development work carried on which has enabled the company to take advantage of new markets as they opened, and even to create them.

Kanthal

Prior to 1933 the company had purchased its wire requirements in the



LOAD of resistance wire being placed in oven for baking.

opment by E. O. Norris, of Jelliff. Now being produced under patents held by E. O. Norris, Inc., under which the C. O. Jelliff Corp. holds exclusive rights, Lektromesh is the trade name for the unique method by which a solid metal product is built up as one piece wholly by electro-deposition. This new method of making wire screen having anywhere from 25 to 400 holes per inch combines much of the technique of electrotyping with the continuous process of producing copper and nickel sheets by electroplating.

The process starts with a screen design with each hole in its proper location. Next it is photographed and the image printed photographically on a sensitized metal plate. After the plate is developed and etched and given a secret treatment, the parts representing the holes become non-conductors of electricity while the solid portions remain conductive.

In the process, the plate, which has become the "matrix" is wrapped around a cylinder which revolves in a plating bath. When electric connections are made and the current turned on, screen begins to build up on the cylinder after which it is stripped automatically and run through a condi-

SECTION of diamond cutting and polishing room.

tioning bath where it is freed from chemicals used in the plating bath. It is then collected on a reel. Afterwards, if each design represents a unit, such units are stamped from the strips. Continuous production methods have been used with such success that screen has been made in rolls 36 inches wide and up to 1400 feet in length.

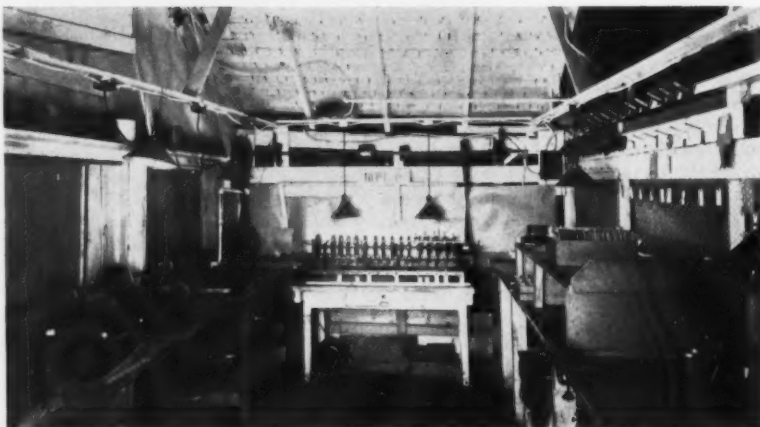
If a heavy screen is desired more metal may be added by passing more current through the plating bath.

The amount of metal deposited is proportional to the amount of current passed. Actually the rate of deposition is a function of the current rather than of the energy used. If the amperage is doubled by doubling the voltage, the rate of deposition is doubled, although the power consumed is quadrupled. In a nutshell, the process proceeds from drawing to image to plate to matrix to finished screen ready for a substantial, but yet unknown, number of uses supplemental to rather than competitive with woven metal screen.

Although "Lektromesh" is a comparatively new product and its maximum number of uses unexplored it has been found useful already in a number of commercial applications. One important use is for strainers in fuel systems. Such strainers can be produced in multiples to accurate shape and size in sheet form and then punched from the sheet without any further fabrication. "Lektromesh" has also been used for screens on radio loud speakers and for clock dials. The fabric has been used for accurately shaped screens for pumps and several types of filters. A great advantage in



NICKEL chromium resistance wire being lowered into salt bath for annealing.

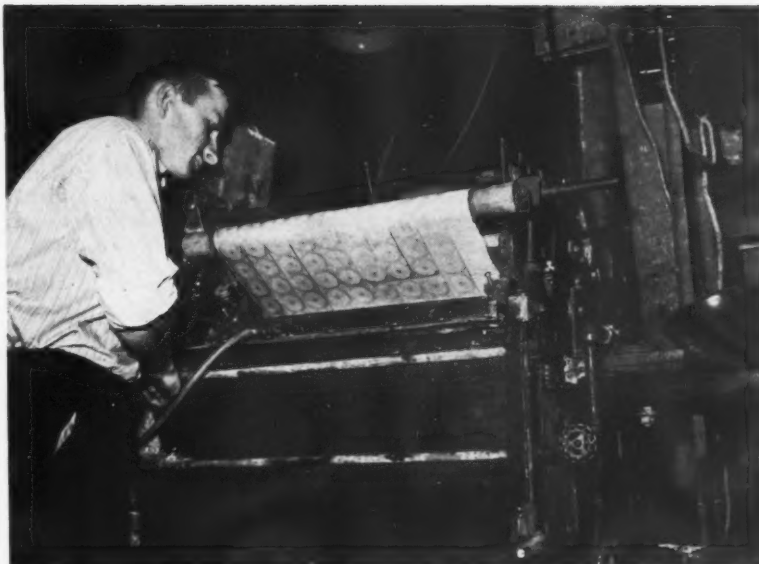


using this type of screen lies in the fact that there is no limit placed on design. Another feature of distinct value is the smooth even surface of "Lektromesh" screen which enables it to withstand unusual wear in such wearing applications as in continuous filters. The new screens can be made as stiff, tough and strong as desired and mesh can be made almost any shape and size. Borders and special constructions present few problems.

"Lektromesh" screen has been produced in nickel, copper and other materials with nickel offering an exceptionally wide range of possibilities because of its corrosion resistance, its high range of mechanical properties and its electroplating characteristics. The tensile strength of plated nickel screen is the same as that characteristic of other electrodeposits of nickel. It ranges from 50,000 to 100,000 pounds per square inch, and has an elongation in 2 inches from 20% to 30%. Fabrication of the screen presents no problems since it may be readily annealed, punched, drawn, stamped, welded or soldered.

Harrows

Third and least important Jelliff product in terms of sales volume and future possibilities, is the Meeker Smoothing Harrow. In reality it is a harrow and land roller combined which pulverizes the soil and rolls it out smooth for planting. It is made with four sets of rollers on which discs in alternating rows are so spaced as to grind up all lumps, working over the entire surface leaving the soil fine and



LEKTROMESH screen being stripped from matrix and collected on reel.



FUEL oil filter made with Lektromesh screen.

smooth. A center board serves as a leveler, smoothing ridges and filling up hollows.

The Meeker Harrow, it is said, will successfully prepare any type of soil—sand, clay or muck for planting. It is especially adapted to the preparation of the soil for market-gardening operations.

Production Processes

In the making of woven wire cloth are four principal processes as follows: 1. Wire drawing or reduction of large gauge wire to numerous smaller gauges. 2. Annealing or heat treating of wire to increase its ductility and stretch. 3. Weaving the wire into cloth. 4. Fabricating into various shapes and sizes.

Although it is interesting to observe wire one-quarter inch in diameter worked down or elongated to various smaller sizes, with some finer than a human hair, by passing through numerous gauged wire dies, it is more fascinating to watch and listen to the automatic looms weaving various gauges of wire into cloth in a seemingly endless variety of weaves. Besides weaving straight wire, Jelliff produces cloth made from both wire and paper

(Continued on page 27)



REVOLVING cylinder being removed from plating tank to which matrix has become affixed.

CONFERENCE BOARD SETS NEW GUIDE POSTS FOR INDUSTRY

AN important piece of pioneering work in the field of business statistics has recently been released by the division of Industrial Economics of the National Industrial Conference Board. This project, which CONNECTICUT INDUSTRY believes should have the cooperation and assistance of all manufacturing organizations, represents an effort on the part of The Conference Board to provide the American public and business executives with comprehensive and up-to-date information regarding trends in the inventories, orders, shipments and backlogs of manufacturing industry.

Under present circumstances—with war raging in Europe and the Far East and the resulting abnormalities which have arisen in both foreign trade and domestic activity—it has never been more imperative that these "vital statistics" of industry should be made available. With adequate data on changes in manufacturing operations, it may be hoped that industrialists will be able to guard against an unsound expansion in inventories and against uneconomic increases in plant capacity. Danger signals that have heretofore been only dimly recognized should become more clearly evident. The excesses and maladjustments which so often characterize a war period and its aftermath may possibly be avoided, or at least minimized.

It is interesting to consider, too, that this step forward has been the result of voluntary cooperation on the part of a large number of private companies, operating through an independent research agency in which they feel implicit confidence.

The Conference Board's work in this project was begun nearly two years ago. At about the same time government agencies in Washington started to gather similar operating data in the fields of wholesale and retail trade, and it was with the idea of complementing this governmental project by collecting data for manufacturing industry

that the Board commenced its work. Unfortunately, however, the Department of Commerce—industry's representative in Washington—has not yet been able to release adequate data in the fields of distribution. Even today, therefore, there exists no adequate measure of the flow of commodities from the producers of raw materials to the consumers of finished products.

The Conference Board's first step in its program was the publication in March, 1939, of a series of indexes of the physical volume of inventories of certain types of goods. These data were derived primarily from trade association and government sources. The second step in the study of these industrial data was the computation and monthly publication of percentage changes in the actual value of total inventories, orders, backlogs and shipments as reported directly by nearly three hundred industrial concerns.

These direct reports have now been considerably increased, and the Board expects to have from six to seven hundred companies making direct reports during 1940. These corporations range from small businesses to industrial giants, operate in every industrial area of the country, and produce a wide variety of products.

The third and most recent step taken by the Board has been the preparation and release of seasonally adjusted composite indexes of total inventories and new orders of manufacturers from 1929 to date. These are shown in the accompanying charts. Similar indexes of manufacturing shipments are approaching completion, and an index of the backlog of unfilled orders will also be published shortly.

The Conference Board's work has now reached a point where, in order that it may be most effective and useful, the coverage should be still further increased. Additional data are needed to take the final step in this project, namely, the breaking down of the statistics so that manufacturing operations may be followed separately in individual industries and groups of industries producing durable, non-durable, producers' and consumers' goods.

The monthly index of total manufacturing inventories resulting from the work described in the foregoing paragraphs is shown in the first of the charts. The curve marked "value" is derived from the actual data supplied by the cooperating manufacturers; that marked "estimated volume" is derived by dividing the "value" index by

Schedule for Inventories, Orders, Shipments and Production

CODE NUMBER

	FEBRUARY, 1940		FEBRUARY, 1939	
	Units ¹	Value (In thousands of dollars)	Units ¹	Value (In thousands of dollars)
Inventories on Hand at End of Month—Total				
a. Raw Materials ²				
b. Goods in Process ²				
c. Finished Goods ²				
Unfilled Orders at End of Month				
New Orders Received during Month				
Shipments Made during Month				
Production during Month				
Net Change (+ or -) in Plant Account During Month ³				

¹ Specify units in pounds, tons, number, etc. To be reported where products fall into homogeneous classification, or where a single product is of predominant importance.

² To be reported if records allow logical segregation of these items.

³ Plant additions, less depreciation and retirement changes.

Approximate Percentage of Monthly Capacity Represented by Above Production: 1940, _____%; 1939, _____%.

Remarks concerning interpretation of reported data:

Has there been any revision of data reported in preceding month? If so, list revision here.

Please mail white schedule as soon as possible after close of month to:

The Conference Board, Inc., 247 Park Avenue, New York City

By filling in the form pictured at right each month manufacturers, in ever increasing numbers, are assisting in laying the foundations for more intelligent business planning in the future.

another index reflecting the movement of prices. For this purpose the price index compiled by the Bureau of Labor Statistics of the United States Department of Labor was used, but prices of foods and farm products were excluded from this deflator.

The value of inventories reached a pre-depression peak in May, 1929, and remained at about the same level through the first half of 1930. By the

boom called a halt to the process of liquidation and stocks of goods began to be accumulated gradually.

Manufacturing Inventories

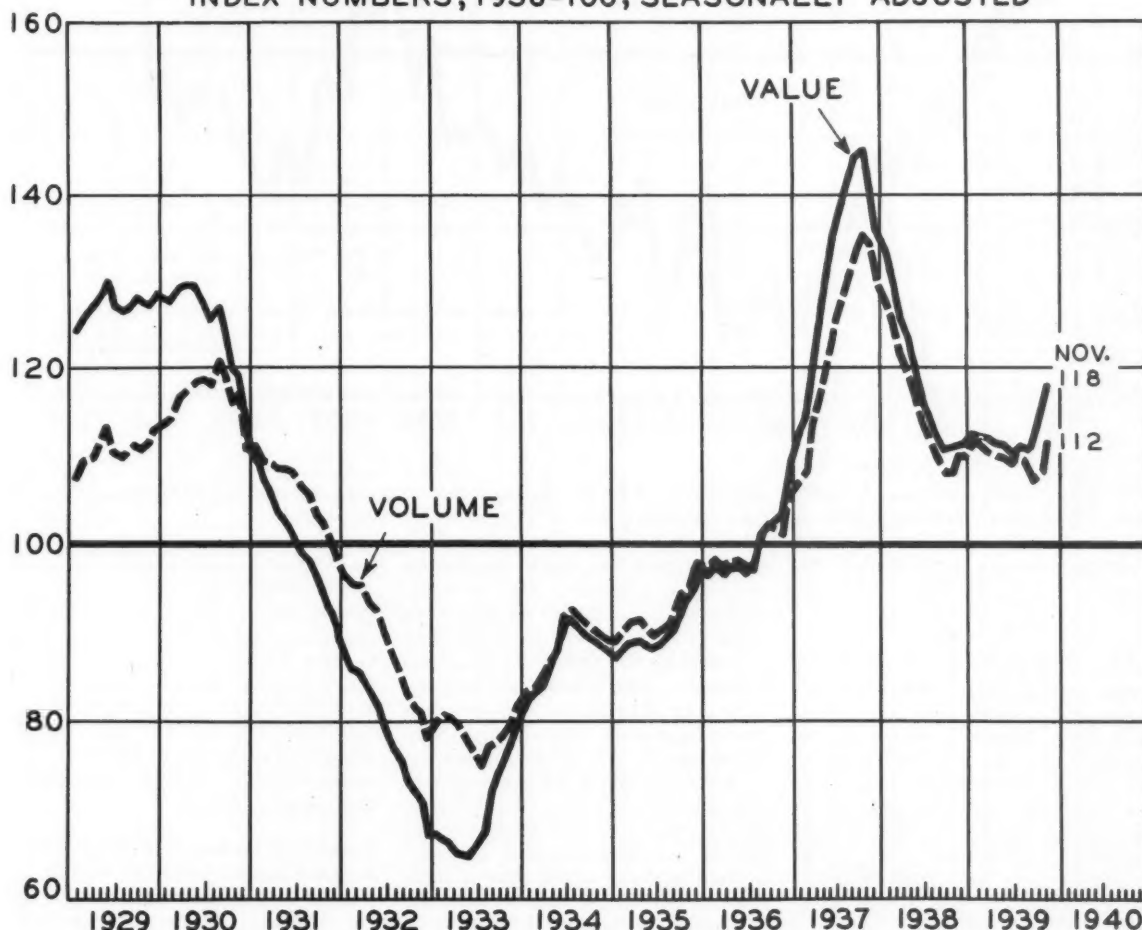
The estimated physical volume of inventories followed in general the same course as the value data, except that volume continued to rise through 1929 and did not reach a peak until the fall of 1930. Since 1930, however,

volume was 36 per cent higher than during 1936. Both indexes were higher than at any time during 1929 or 1930.

Liquidation again set in during the depression of 1937-1938, but from the middle of 1938 until October, 1939 stocks remained fairly stable at a point about ten per cent above the average 1936 level. More recently some increase in manufacturers' inventories has taken place, but the rise has

VALUE AND ESTIMATED VOLUME OF MANUFACTURERS' INVENTORIES

INDEX NUMBERS, 1936=100; SEASONALLY ADJUSTED



fall of 1930, however, stocks of goods on hand began to decline drastically. The decline roughly paralleled the recession in industrial production during 1931 and the first half of 1932. By the summer of 1932, production had gone close to its depression low, but inventories continued downward until May, 1933, at which time the N.R.A.

the general trends in the volume and value indexes have tended to move rather closely together.

The rapid inventory accumulation that occurred late in 1936 and in 1937 is apparent from the chart. By the end of October, 1937, the value of inventories was 45 per cent above the average 1936 level and the estimated

been considerably less than that experienced by the volume of production and shipments, and there is as yet no indication that inventories have gotten out of hand.

In recent months there has been much discussion of the possibility that an excessive inventory was developing, and Government officials have

VALUE AND ESTIMATED VOLUME OF NEW ORDERS IN MANUFACTURING INDUSTRY

INDEX NUMBERS, 1936=100; SEASONALLY ADJUSTED



been particularly alarmed. Actually there is nothing in the Board's indexes that would seem to justify fears that a serious inventory situation is developing in manufacturing.

New Orders

The second of the accompanying charts presents graphically the trend in new orders for manufactured goods since 1929. This is a field where in the past even less statistical material has been available than has been the case for inventories. In a very general way, industry has known when demand was rising or falling, but these changes have never been accurately measured for manufacturing as a whole. Some individual industries have collected data for certain products, but these data have not been brought together to give a comprehensive portrayal of total demand.

From the Conference Board index, it is apparent that orders follow in general fashion the trend of the usual production or business activity indexes, although the fluctuations in new orders are greater than those in

production. This is especially true in such periods as the winter of 1936-1937 and the recent war boom.

The sample on which the Board's index of new orders is based is somewhat smaller than that on which the index of inventories is compiled. This is caused by the fact that, in certain industries, items are shipped immediately the order is placed and companies operating in these industries often keep no separate records of their orders because they are practically identical with shipments. Orders data, therefore, are more representative of demand in industries producing durable or semi-durable goods, in which there is characteristically a time lag between the placing of the order and the delivery of the goods.

New orders in recent months have been declining from the abnormally high level reached in September, just following the outbreak of the war. For the last quarter of the year, however, orders have been considerably in excess of production and shipments, with the result that American industry entered 1940 with large backlogs which, in

turn, created a general atmosphere of optimism.

The most recent study published by the Board shows that the inventory index includes eighteen separate industries plus a "miscellaneous" group, and that the orders index is composed of data for fourteen industries and a "miscellaneous" group. The groups included are shown in detail in following lists, and it is evident that the list could be considerably expanded if sufficient cooperation were forthcoming from manufacturers.

Industries Included in The Conference Board Index of Value of Inventories

INDUSTRY

Automobile Equipment
Boots and Shoes
Building Equipment
Cement
Chemicals and Drugs
Clothing
Electrical Equipment
Glass

(Continued on page 10)

Connecticut's New Industries

THAT Connecticut is a good place to live, work and play, and consequently a good state in which to establish a business, has been known for many years by residents and business men of the state. Somewhere within the thinking mechanism of these veteran residents there lurked a feeling we call "satisfaction." For a long time this feeling of "satisfaction" was referred to by those unacquainted with Yankee ways as "Yankee smugness." On the part of some, it may have been smugness, but for the most part, it was reticence, which we have come to associate more with the lone-working scientist or researcher than with business men. Like the researcher or scientist this Connecticut type of business man went about with the inward satisfaction which came with the knowledge of worthwhile accomplishment. He believed in the old adage about customers beating trails to the doors of those who built "better mousetraps." He was willing to

let "the other fellow" do the talking.

With the quickening tempo of business in recent years, the old time reticence has given way gradually to trade and general advertising, and to the release of general background knowledge of companies and the state, both written and spoken. Gradually, companies in neighboring states learned that Connecticut, with its diversified scenery and playgrounds, its excellent transport facilities, its skilled workers and common-sense lawmakers, was a good place to locate their plants, providing they were willing to pay decent wages and provide working conditions in keeping with reasonable labor statutes.

Connecticut has several million feet of available factory space, and numerous good sites upon which to build. It affords more of everything that a good employer seeks than most states, but offers no bait in the form of free building sites or tax free property to attract such employers. But Connecti-

cut employers, the organizations with which they are affiliated, state authorities, workers and the general public have the welcome sign out for manufacturing or commercial enterprise, which seeks to build solidly, within the bounds of lawful employment. Assistance will also be given by the Manufacturers' Association of Connecticut, Connecticut Development Commission, State Chamber of Commerce and local Chambers of Commerce to concerns seeking factory space or sites in the state.

Companies listed as follows have registered with the State Labor Department from January 1, 1939, to January 15, 1940. A few of these companies were removals which, according to state law, must register again. The remainder are either new companies starting business within the state, or who have moved to Connecticut from other states.

Company	Products	Male	Female	Company	Products	Male	Female
Bridgeport				Manchester			
M. & M. Sportswear	Ladies' skirts	3	8	Manchester Equipment Co.	Parachutes	5	2
Harry V. Costello Company	Underwear	2	25	Findell & Swanson Mfg. Co.	Venetian blinds	3	1
S. Kanarek	Cotton house dresses	6	71	Meriden			
Audrey Lee, Inc.	Brassieres	1	15	Underwear			
Decca Manufacturing Corp.	Phonograph records	167	37	Middletown			
Stewart-Warner Corp.	Speedometers, etc.	26	1	Ronnie Frock Company	Dresses	4	30
Electroley Company, Inc.	Resistance welding	4	3	Monarch Chemical Sprinkler Corp.	Fire Equipment	3	
Levy-Moskowitz Coat Shop	Ladies' Coats	10	23	S. & S. Leather Company	Leather Novelties		12
Centerbrook				Perfection Laundry, Inc.	Laundry	5	7
The R. W. Cramer Co., Inc.	Timing devices	20	5	Eis Mfg. Company	Automotive Service Pts	70	17
Cheshire				Star Cleaning & Dyeing Co.	Cleaning and Dyeing	2	2
Tanguay Overall Factory	Overalls, aprons	2	1	Moosup			
Danbury				The Moosup Products Corp.	Metal Novelties	90	163
Danbury Manufacturing Corp.	Shirts			Mystic			
Hampton Hats	Trimmed fur felt hats	9	17	Ladies' garments			
Sport Hat Company of America	Ladies' Finished Hats	10	9	New Britain			
Ellis Fur Cutting Corp.	Hatter's Furs	17	22	Electrotypes			
Deep River				New Britain Electrotype Co.	Electrotypes	6	1
Stanton G. Tiffany	Boats	8		New Haven			
East Hartford				The Meg Manufacturing Co.	Meg lock	2	
House of Phelps	Dresses		11	Wesley B. Meyer Company	Folding Boxes	12	
East Norwalk				Echlin Manufacturing Co.	Automobile Parts	5	
Conn. Apron Company	Aprons		2	Elm City Garment Mfg. Co.	Pajamas	2	20
Fairfield				J.B.T. Instruments, Inc.	Indus. Instruments, elec.		
American Ecla Corporation	Processing knit textiles			Gabriel Schwartz	Ladies' Pajamas		20
Glenbrook				L. C. & S. Mfg. Co.	Pajamas		18
The Audio Mfg. Corp.	Recording discs	5		Anthony Mfg. Co.	Dresses	4	25
Hartford				Norwalk			
Eastern Centerless Grinding Co., Inc.	Centerless grinding	2		Duparquet, Inc.	Kitchen equipment	50	
Kage Company	Novelties, household	2	2	The O'Brien Suburban Press, Inc.	Printing	50	8
				United Alloys, Inc.	Beryllium for metals	20	
				Edrobe Mfg. Co.	Wearing apparel	6	24

Company	Products	Male	Female	Company	Products	Male	Female
Lord Manufacturing Co. M. A. Leonard Mfg. Co.	Norwich Tinsel products Novelty aprons	5	11 4	M. J. Mack Corporation	Stafford Springs Necktie linings	15	2
National Mfg. Corp.	Plainfield Metal hh. Furniture	81	15	Duke Laboratories, Inc.	Stamford Pharmaceuticals, cosmetics, dressings	5	25
National Silver Company	Plainville Cutlery	13	21	Quality Blouse & Sportswear Co.	Blouses & sportswear	2	64
Cummings-Benedict, Inc. Benedict Bedspread Co. Putnam Worsted Co.	Putnam Fur felt hat bodies Chenille products Worsted	40 6 13	1 24 10	Stamford Pad Company Shock Absorbing Seat Co., Inc.	Shoulder Pads Shock absorbing vehicle seats	12 25	25
Rockville Hat Corporation National Printing Co.	Rockville Ladies' Hats Printers' Mfrs. card	8 6	24 20	City News Printing Co. Henry Mfg. Co.	Paper, inks Ladies' Handbags	10 15	85
Wildfowler Decoys	Saybrook Duck decoys	2		Waterbury Sportswear	Waterbury Sport blouses	1	35
Manufacturers Supply Co.	Shelton Radio condensers	65	110	Electro Motive Mfg. Co., Inc. Alrose Mfg. Company The Insulation Products Corp.	Willimantic Radio & elec. parts Raw Silk Insulating materials	55 15	79 8
Chandler-Evans Corp.	South Meriden Aircraft & engine carburetors, etc.	73		E. P. Olcott Company	West Cheshire Brass and Alum. Castings		
Dobre Sportswear, Inc. Star Union Co., Inc.	South Norwalk Ladies' sportswear Pajamas, play togs, blouses	10 10	30 100	The F M S Company Elm City Machine Co.	West Haven Abrasive grinding wheels Roll feeds for power presses	3 5	1
Norwalk Transformer Corp. De Santis & Company Fairfield Footwear, Inc. The Leonard Company Liberty Watch Case Company Bevmore Hat Co., Inc.	Elec. apparatus Dresses Slippers Bathrobes Watch cases Men's hats	2 3 20 3 40 46	2 20 12 6 5 25	G. & R. Button Co., Inc.	West Willmington Pearl buttons	51	14

... GUIDE POSTS

(Continued from page 8)

Housefurnishings (including furniture)
Iron and Steel
Leather
Machinery
Metals, Non-ferrous
Office Equipment
Paper Manufactures
Railroad Equipment
Rubber Goods
Textile Manufacturing
Miscellaneous

Industries Included in The Conference Board Index of Value of New Orders

INDUSTRY

Boots and Shoes (since 1933)
Building Equipment
Chemicals and Drugs
Clothing
Housefurnishing (including furniture)
Electrical Equipment
Iron and Steel
Lumber
Machinery
Metals, Non-ferrous
Office Equipment
Paper Manufactures

Railroad Equipment
Textile Manufacturing
Miscellaneous

The Board expects shortly to release separate data for many of the industries covered in its composite indexes. This is important, for, as the Board points out in its most recent study, "the index for all industry is obviously made up of a complex of varying trends; it is as necessary to proper industrial planning that these group trends be known as it is that the overall changes be promptly realized and thoroughly analyzed."

At the same time that data on these four items—total inventories, new orders, shipments and unfilled orders—is being gathered, the Conference Board is also laying the foundation for a breakdown of inventories into their various classification—raw materials, goods in process, and finished goods—and for research into the fields of plant capacity and capital formation in manufacturing industry.

The various subjects covered are shown in detail on the sample copy of the schedule which cooperating companies file each month with the Board and which is reproduced on this page. The Board fully understands that many companies will be able to report only certain items listed on these schedules—namely those which are

readily available from the periodic internal reports prepared for management. It appears, however, that if each unit of private industry cooperates to the extent of reporting such data as are available from its regular operating reports, the resulting statistics should eventually yield an insight into the workings of the American enterprise system that has not been made possible by the average business and trade statistics developed over the past two decades.

It is to be hoped that the Conference Board will continue to develop as rapidly as possible these important facts concerning the actual working of the Enterprise System. There are few agencies that would be trusted by industry to the extent of supplying such confidential data as are called for in this schedule. The Conference Board, over a period of nearly a quarter of a century, has so convinced manufacturers of its integrity and analytical ability that there is no question that the data will be kept strictly confidential and will be properly used. This close partnership between industry and an independent research institution bids fair to throw much additional light on the significant and practical aspects of the current business situation, and upon the future prospects of private industry.

NEWS FORUM

Rockbestos Issues New Bulletin.

The Rockbestos Products Corporation, New Haven, has recently issued a twenty-page Bulletin No. 64, illustrating and describing the Rockbestos Permanently Insulated Electric Range and Appliance Lead Wires. The new Bulletin contains helpful information on the different types of insulation, applications, also a complete standard specification for the types of wires illustrated with complete test data.

This booklet should be useful to manufacturers of the following: waffle irons, hotplates, ranges, grills, stoves, flatirons, toasters, cookers, laboratory ovens, small motors, percolators, water heaters, small switchboards, battery control panels, blueprint machines, radio apparatus, medical equipment, or other items that are not in the heavy equipment class. A copy of booklet may be obtained by writing to Rockbestos Products Corporation, Appliance Wire Division, P. O. Box 1102, New Haven, Connecticut.

★ ★ ★

International Factory "T" Gives Trophies. At the December 19th meeting of the Foremen's Association, Factory "T" of the International Silver Company, Meriden, was awarded all three trophies for the accident prevention contest for the year 1939. Walter Kahl is manager of the plant.

Opening with a turkey dinner, the party was attended by some 200 members and guests of the Foremen's Association, including company officials and directors, managers and their assistants, superintendents and their assistants, employment managers and pensioned former members. The president of the Association, John F. Cunningham, presided. President Evarts C. Stevens of the company presented the

trophies to Alfred Wright, representative from Factory "T". One trophy was an award for the greatest improvement over last year's record and becomes the permanent property of the winning factory each year. The second trophy is for the least frequency of accident and the third for the least severity in proportion to the total number of hours worked. The last two, according to rules at International, must be won three times in succession for permanent possession.

★ ★ ★

Connecticut Counties Rank High Among Nation's 3070. Seeking a key to consumer purchasing power for the benefit of distributors, the United States Department of Commerce recently dug into the nation's payroll records and discovered that 153 of the 3070 counties in the United States

accounted for 75 per cent of the wages paid by manufacturing establishments during 1937. The report on ranking counties disclosed ranking for Connecticut counties as follows:

New Haven, eighteenth in 1937 compared with twenty-first in 1929; 1937 wages \$93,439,444, up 92.3 per cent from 1933's \$48,578,766, down 9.5 per cent from 1929's \$103,234,483.

Hartford, twentieth in 1937 compared with twenty-third in 1929; 1937 wages \$89,473,937, up 135.6 per cent from 1933's \$37,983,858, down 0.6 per cent from 1929's \$89,976,909.

Fairfield, twenty-fourth in 1937 compared with twenty-eighth in 1929; 1937 wages \$79,869,888, up 117.1 per cent from 1933's \$36,792,066, up 1.7 per cent from 1929's \$78,543,464.



ARCHITECT'S drawing of plant now under construction in Glenbrook, Conn., for Laminated Shim Company. The company, which produces patented laminated shims for leveling machines in factories, expects to occupy its new plant this spring or early summer. Leo F. Caproni of New Haven is the architect and engineer.



"Goods Well Displayed

are half sold." An old saying, but truer today than ever. Never has business been so keenly alive to the value of cartons and displays that catch the friendly notice of shoppers—that cash in on eye appeal at points-of-sale.

Haven't you room for a new Robertson idea at your place? Let's talk about it—maybe we can start something.

**ROBERTSON
PAPER BOX COMPANY**
MONTVILLE, CONN.
NEW YORK OFFICE
420 HUNTINGTON
AVENUE

New London, one hundred eleventh in 1937 compared with one hundred tenth in 1929; 1937 wages \$16,534,156, up 55.2 per cent from 1933's \$10,649,937, down 15.4 per cent from 1929's \$19,537,087.

Litchfield, one hundred twenty-fifth in 1937 compared with one hundred thirty-second in 1929; 1937 wages \$14,022,614, up 94.1 per cent from 1933's \$7,225,794, down 5.5 per cent from 1929's \$14,833,623.

Belding Heminway Buys Summit Thread. The Summit Thread Company of East Hampton, Connecticut was sold to the Belding Heminway Corticelli Company late in December according to an announcement by General Manager Don H. Curtis. The plant, now employing 165 persons, began operations under the new ownership on January 2.

Mr. Curtis coupled the announcement with the statement that the thread company, founded in 1880 by Theophilus King of Quincy, Massachusetts, experienced a 25 per cent increase in business during 1939 and that prospects for the coming year were "very promising."

Backlog Grows at Niles-Bement-Pond. Continuing to pile up orders for machines and tools calculated to carry operations into 1941, subject to cancellations, the Niles-Bement-Pond Company is now estimated to have unfilled orders of \$7,000,000 or more.

While it is recognized in the industry that export trade, of which the Niles-Bement-Pond has received a substantial amount, is dependent on war conditions, it is nevertheless experiencing a very heavy domestic demand because of the national defense needs. The aircraft industry, arsenals, and many other industrial companies, are included in the list of domestic purchasers.

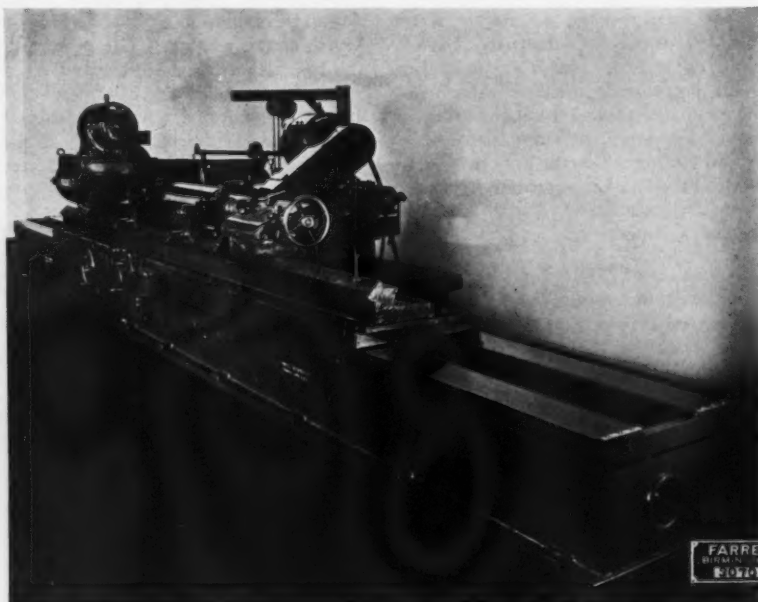
Like other tool builders, Niles is running a full day and night schedule, and it is expected that with adjustments incident to the transfer of operations to a new factory, production will reflect the economies expected from operation in the more modern plant set-up. It is understood that the company plans to charge to 1939 operations, the entire cost of moving into the new Charter Oak plant, a task recently completed with a loss of only about 10 days of production. The cost

of moving is said to have approximated \$400,000.

Veeder Buys Dayton Plant. Veeder-Root, Inc., of Hartford, recently purchased the Dayton Manufacturing Company of Torrington, and has moved the machinery and equipment to its plant in Hartford. The Dayton Company, capitalized at \$50,000 was incorporated in 1924, for the manufacture of counters, meters, etc.

Farrel Introduces Cylinder Grinder. The Farrel-Birmingham Company, Inc., of Ansonia, Connecticut and Buffalo, New York, has recently developed

Hartford Company Develops Motor Heater. Auto-Motor Heater Company of 83 Laurel Street, Hartford, has recently developed and placed on the market a small portable heater (5 inches in diameter x 10 inches high) which can be lighted and placed under the hood of a car in a minute's time to keep the motor at summer temperatures while parked outdoors or in non-heated garages. The device is said to burn approximately a quart of kerosene or range oil every 24 to 30 hours and may be hung on one of the cross bars under the hood or placed on top or under either side of the motor. Burning with a clear blue flame, company representatives claim that this midget



NEW cylinder grinder recently introduced by Farrel-Birmingham of Ansonia.

a new cylindrical grinder with several novel and improved features, incorporating a travelling work table and a fixed grinding wheel unit, as well as a sensitive reversing mechanism which permits grinding right up to the shoulder of the shaft. Once this Farrel type TT grinder is set, the traverse and reversal of the travelling work table are automatic and require no further attention from the operator.

All mechanical and electrical operating controls are within easy reach of the operator so that this vibrationless grinder may be said to have fingertip control.

heater will maintain summer temperatures under the hood at such a low point as 30° below zero.

An outstanding feature of the heater is the patented method employed to protect it from being blown out by gusts of wind when used outdoors. This protection is afforded by a miner's screen which is also said to remove the danger of igniting grease, gasoline or any explosive gas. After exhaustive demonstrations and tests wherein gasoline and alcohol have been dropped directly on top of the protective screen, the company claims the Auto-Motor Heater to be much less of a fire hazard

than electric wiring on which the insulation eventually wears off.

The heater is being offered to the general public for \$4.50.

★ ★ ★

Schollhorn Company Has Good Year. Following a recent meeting of

the company's line, Mr. Heise announced that an outstanding offer would be made to the trade for National Hardware Open House Week.

★ ★ ★

First Trade School Course Completed. The first group of young men

Shaw, editor of Standard Trade and Securities Service, Standard Statistics, Inc., of New York, speak on "What is Ahead for Business in 1940", at its regular meeting held January 16 at Rich's Restaurant, Post Road, Old Greenwich, Connecticut.



IT'S A BARGAIN

In Eastern Connecticut—288,000 square feet of floor area on a 20 acre plot. Composed of several large units of two to four stories with adequate ceiling height, steam, engine and water power, this plant seems ideal for a manufacturer who would like to be midway between Boston and Hartford. Excellent water power. The editor will gladly furnish any additional data desired.

NO. 2 OF A SERIES

the Directors of the William Schollhorn Company, New Haven, Connecticut, Mr. A. R. Heise, General Manager, reported that 1939 was one of the company's most successful years in business. The Schollhorn Company manufactures "Bernard" pliers, nippers, punches, pruners, and a large variety of Special Plier-Action Tools.

Mr. Heise, who took over the management of the company about a year ago, also reported after a recent extended trip, that the trade is enthusiastic over the steady sale of the "Bernard" line which has been on the market for some 75 years. The increased business of the company is recorded by a substantial expansion in productive hours.

As a mark of appreciation, for their part in advancing the company's best interest, every Schollhorn employee was presented with a Christmas turkey.

Viewing the year 1940 with real optimism as to the increased sales of

to complete the 200-hours job-training course at the Hartford Trade School arranged by Governor Baldwin's Commission on Employment in cooperation with industrial groups, was graduated Friday, December 22, and started to work in Hartford factories, December 26. The group received certificates showing they had completed the specified training course and were given letters by the Connecticut State Employment Service directing them to the jobs for which they had been prepared.

Other job-seekers, including older men, who have become "skill-rusty" were included in the second group now being trained in the Trade School night courses. Enrollment for the course is under the direction of the Hartford Branch of the State Employment Service.

★ ★ ★

Greenwich Accountants Meet. The Greenwich Chapter NACA heard S. N.

Mr. Shaw predicted the possible accumulation of inventories, lower price levels, but no change in wage levels, during the early part of 1940. He said observation showed that business was retarded because of worry over increased income taxes, socialistic measures and the coming elections, but predicted an increase in production during 1940 of 15% and a 55% increase in profits.

★ ★ ★

Industry Research Spending Large in 1939. Expenditure of approximately \$215,000,000 was made for industrial research in 1939, by some 2,000 individual companies in the chemical, petroleum and electrical fields, according to a report made public on January 9 by the American Chemical Society, which reported the survey findings of Dr. William A. Hamor, associate director of the Mellon Institute of Industrial Research.

The report indicated that last year's research brought forth a large number of new products useful in peaceful pursuits. The research budget of the DuPont Company in 1939 was said to have aggregated \$7,000,000 and that of the Dow Chemical Company of Midland, Michigan, \$1,400,000. In addition, the report indicated that 110 individual companies in the chemical industry and some forty trade associations were making research grants to educational institutions and that during 1939, some 200 college laboratories were used not only for instruction but also to a considerable extent for industrial research.

★ ★ ★

New Haven Accountants to Hear Tax Talk. The New Haven Chapter of the NACA will hear J. S. Seidman of New York outline and interpret the new and important Federal income tax provisions in the light of current rulings and decisions at its February 27th meeting to be held in the Y. W. C. A. ballroom, New Haven.

Mr. Seidman is a certified public accountant and attorney. He was formerly appointed by Governors Smith and Roosevelt as a New York delegate to the National Tax Association Conventions. He is also author of many articles on accounting and taxation.

Dinner at 6:30 p. m. will precede the meeting.

★ ★ ★

Association Holds Congressional Dinner. According to Association practice, officers and directors and a number of Connecticut industrialists particularly familiar with pending legislation met with Connecticut Senators and Congressmen Wednesday evening, December 27 at the Hartford Club.

Around an oval table sat some forty-four industrialists, four Congressmen and two Senators earnestly discussing legislative problems of major importance to Connecticut industry. Among the legislative matters discussed were: Walsh-Healey—Amendments to Government Contracts Act; Price Control; Borah-O'Mahoney—Licensing; Stream Pollution—Pending Legislation; Wagner Act Amendments—Labor Relations; Hobbs-O'Mahoney—Anti-trust; Walter-Logan—Curb of administrative agencies re issuance of rules and regulations; Tax—War Profits, State Trade Barriers, Process Tax, etc.; Trusteeship Problems of the New Haven Road; Transportation—North-

South Freight Rate Controversy; Reciprocal Tariff Act Amendments; Pure Food, Drug & Cosmetic Act; Small Industry Lending; Wage-Hour Act Amendments; Vinson Act Amendments—Government Contracts.

Out of this informal discussion came a better mutual understanding.

★ ★ ★

Death of Boughton T. Noble. Boughton T. Noble, identified with Clark Brothers Bolt Company of Milldale, Connecticut, for 57 years, thirty of which he was general manager, died in the New Haven General Hospital, January 2, from a streptococcal infection following a week's illness.

Born in London, England in 1869, Mr. Noble came to Southington, Connecticut with his parents in 1872. He spent his boyhood years and received his education in Marion and Milldale.

He began his work with Clark Brothers Bolt Company in 1883 at the age of 14 where he was constantly employed ever since with the exception of the years 1890-1893 which he spent in Denver, Colorado. Besides being superintendent and factory manager

of the company for the last thirty years, Mr. Noble also served as a director for twenty years. He had several inventions and patents to his credit, most of which relate to bolt making machines and manufacturing processes.

Civic-minded, Mr. Noble gave freely of his time and initiative to civic affairs. One of his chief accomplishments in the civic field was his work and interest in Southington's recreation park project of which he was president from its inception up until the time of his death. At the outset the idea of a public swimming pool and park project such as he had in mind was pronounced visionary, but Mr. Noble did not see it that way. Largely through his initiative the Southington Exchange Club was induced to sponsor the public undertaking.

At one time he was a burgess of the Borough, and a director and vice president of the Southington Building and Loan Association.

He was a member and an active supporter of the Plantsville Congregational Church; a trustee of the Hos-





THE National Modern Pioneers Awards Committee which made selections of approximately 500 to receive awards from over 1,000 suggestions. They are (left to right): Dr. Compton, Chairman; Dr. Ralph Barton, Director, American Institute of Physics; Dr. George B. Pegram, Dean, Graduate Faculties of Columbia University; Dr. Edward R. Weidlein, Director, Mellon Institute; Dr. John T. Tate, Dean, College of Science, Literature and the Arts of the University of Minnesota; Dr. Frank C. Witmore, Dean, School of Chemistry and Physics of Pennsylvania State College; and Dr. Forest R. Moulton, Permanent Secretary, American Association for Advancement of Science.

pital Corporation of Southington; a corporate member of the Southington Savings Bank, a member of the Southington Exchange Club; a member of the Eureka Lodge, I.O.O.F.; and Friendship Lodge, A. F. & A. M.; and the Southington Chamber of Commerce.

Funeral services were held January 4 at 2:30 o'clock at the Plantsville Congregational Church, with the Rev. Philip King, pastor, officiating. Burial was made in the South End Cemetery, Southington.

Honorary bearers were Mark J. Lacey of Peck, Stow and Wilcox Company, William E. Smith of the Southington Hardware Company, H. B. Armstrong of Beaton and Corbin Mfg. Company, Orville Bailey of Tubular Products Company, Dewey S. Blakeslee of Blakeslee Drop Forging Company, Edwin S. Todd of Clark Brothers Bolt Company, Milldale, Charles E. Crowley of the Alsop Engineering Company, Charles E. Smith, president of the Southington Bank and Trust

Company, and Paul C. Woodruff of the Southington Savings Bank.

★ ★ ★

Connecticut to Honor Modern Pioneers. As a preface to the National program commemorating the 150th anniversary of the American Patents System, Connecticut and thirteen other territories in the United States will honor approximately 500 inventors and industrial research workers who have been selected from approximately one thousand nominees to receive "Modern Pioneer" certificates at local dinner celebrations. The Connecticut dinner co-sponsored by Industrial Memorials, Inc., of Connecticut, Manufacturers Association of Hartford County, Manufacturers Association of Connecticut, and the Connecticut Industrial Council, composed of some 26 organizations making up the Industrial Council, will be held at 6:00 p. m., February 16 at the Hartford Club, Hartford; when thirteen Connecticut men selected by the Awards Committee will be given "Modern Pioneers"

certificates by Governor Raymond E. Baldwin.

Among the speakers scheduled to give brief talks are: Graham H. Anthony, president, Veeder-Root, Inc., Hartford; Samuel M. Stone, President, Colt's Patent Fire Arms Manufacturing Company, Hartford; and E. Kent Hubbard, President, Manufacturers Association of Connecticut, Inc., Hartford. Another speaker of national prominence and one or two additional ones within the state are also expected to give brief talks. More than 500 inventors, research workers, industrialists and patent attorneys are expected to attend the dinner.

★ ★ ★

Errata. CONNECTICUT INDUSTRY made two "bulls" in the January issue. On page 10 it showed a preference for mayors by the name of Murphy, misnaming Mayor Charles E. Moore of Stamford, Mayor Murphy of Stamford. The "inimitable" speaking style of James A. Emery, general counsel of the NAM, was dubbed "inimical" (all things it isn't) on bottom of first column of page 11, January issue. Our apologies!

★ ★ ★

I.A.M.C. Holds Round Table. At its regular meeting in Waterbury, January 11th, the Industrial Advertising & Marketing Council in Connecticut held a round-table meeting on the preparation of effective catalogs, with E. D. Creagh, sales promotion manager, American Chain and Cable Company, and president of the Council, presiding. D. M. Davidson, advertising manager, Fafnir Bearing Company, led the discussion in which thirty-four industrial advertising men from Connecticut and Western Massachusetts took part.

A large part of the discussion was devoted to the proper arrangement of the material in the catalog as a means of helping the buyer to easily find vital information concerning the product.

The Industrial Advertising and Marketing Council is the local chapter of the National Industrial Advertisers Association, which includes in its membership industrial advertising and marketing men located in Connecticut and Western Massachusetts.

The next regular meeting is scheduled at the Elton Hotel, Waterbury, Connecticut, February 8. The subject for discussion will be "Promoting the Sale of Products Through Distributors." Industrial advertising or marketing men interested in attending this or other meetings, or becoming

affiliated with the organization should communicate with Mr. G. P. Loneragan, advertising manager, The Bristol Company, Waterbury.

★ ★ ★

Banfield Named Office Manager.

Appointment of Richard A. Banfield as office manager of the new office of the Pratt and Whitney Division of Niles-Bement-Pond Company, has just recently been announced by Clayton R. Burt, president. Mr. Banfield, who is also assistant secretary, assumed additional duties including office layout plans, employment of stenographers and general supervision of office care. The assignment was made coincident with the opening of the new office building.

★ ★ ★

Sikorsky Builds Airliners. The Vought-Sikorsky Aircraft, division of United Aircraft Corporation, recently began work on three giant long-range commercial dreadnoughts for American Export Airlines to be used for its proposed non-stop service between the United States and principal centers of Europe. Contract for the ships was signed January 3 by W. H. Coverdale, president of the airline. The contract is said to involve \$2,000,000 and provides for a down payment which was made on the signing of a contract to cover special engineering as well as the construction of certain important structural members for the new ships.

The new luxury liners will contain every modern improvement with sleeping accommodations for 16 passengers and crew of 11, plus a load of mail and express, and has a wing span of 124 feet and overall length of 79 feet 3 inches, and a maximum beam of hull of 10 feet. It will be powered with four Pratt and Whitney twin Wasp engines, and Hamilton Standard Hydromatic propellers.

According to President Coverdale of the American Export Airlines non-stop service will make it possible to leave New York in the morning and be in Italy the following afternoon.

★ ★ ★

Dinner Marks 20th Anniversary of Peter Paul. Speaking at the 20th anniversary dinner of Peter Paul, Inc., Naugatuck candy manufacturing concern, held at Hotel Elton, Waterbury, December 16, Gabriel Heatter, radio and news commentator, said that "the rise of Peter Paul, Inc., is the living realization of an American dream." Pointing out that the company devel-

oped from a store-front plant in 1919, employing three persons, to three factories employing more than 700, Mr. Heatter asserted that only in the United States could men start at the bottom and go to the top on merit alone.

A highlight of the dinner was the presentation of a huge birthday cake by John Tatigian, toastmaster, in behalf of the employes, to Calvin K. Kazanjian, president of the company.

In expressing his gratitude on the occasion, Mr. Kazanjian related some of the early history of the company, reminding the group that prosperity will come when employer and employe work together. The secret of the success of Peter Paul, Inc., he said, has been the cooperation of the workers with their superiors.

More than 400 of the 700 employes of Peter Paul, Inc., attended the dinner.

★ ★ ★

Underwood Loans Skilled Men to United Aircraft. In accordance with a recent plan the Underwood-Elliott-Fisher Company will loan the Pratt & Whitney Division of United Aircraft Corporation, East Hartford, a number of its surplus employes whose training and experience will meet the needs of the aircraft company. This plan, worked out in the spirit of cooperation with Governor Baldwin's committee on reemployment, was made possible since Underwood does not anticipate increased business early in 1940. The separation of Underwood employes is not considered a break in their continuous service.

In the event that business increases substantially for the typewriter industry before a let-up occurs in the Pratt and Whitney Division of United Aircraft, the Underwood Company will draw partially trained workers from the recently inaugurated Trade School program.

★ ★ ★

Packer Elected. Clifford I. Packer, president of the Packer Machine Company, Meriden, was reelected president of the Meriden Manufacturers Association at its annual meeting and election held at the Home Club, Meriden, January 4.

Only one change was made in the board of directors, when James F. McKenna, of the H. L. Judd Company, Wallingford, was named to replace C. D. Morris, president of R. Wallace and Sons Company, also of that city. Directors renamed officers for the ensuing year as follows: President, Clif-

ford I. Packer; vice president W. Oden Hughart, secretary of Charles Parker Company; Treasurer, William F. Minor, vice president and general manager of the Miller Company; secretary, William J. Wilcox.

The board of directors includes besides Mr. McKenna, Parker B. Allen, of the Meriden Gravure Company; Milton L. Gearing, of the New Departure Manufacturing Company; G. Arthur Gustafson, of the General Electric Company; W. Oden Hughart, of the Charles Parker Company; William F. Minor, of the Miller Company; Clifford I. Packer, of the Packer Machine Company; Albert W. Savage, of the Manning, Bowman and Company; Evarts C. Stevens, of the International Silver Company, and Edward Tredennick, of the Tredennick Paint Company.

★ ★ ★

Patent Allowed Bridgeport Rolling Mills. The Bridgeport Rolling Mills Company, Bridgeport, Connecticut, has just been granted Letters Patent No. 2185809 for "Alloy" under date of January 2, 1940. The patent was allowed on their BRMCO Bronze which they have been producing for more than a decade. This special alloy, which is being used in an increasing number of applications, in lieu of more costly alloys, is characterized by its absolute uniformity under all sorts of working conditions. Other important characteristics are its ductility, toughness, spring quality, high tensile strength and its comparatively higher electrical conductivity over those alloys it is supplanting in so many important and exacting services.

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Giroux Company to Make Unusual Products. Norwalk's newest and most unusual industry, the Giroux Industries, headed by G. A. Giroux of New York, internationally known technical scientist, is manufacturing parachutes and gloves from a new plastic material invented by Mr. Giroux in collaboration with the Goodyear Tire and Rubber Company. The new company was just established in a plant formerly occupied by the United States Department of Agriculture on Armory Hill, Norwalk, during January, and expects to employ approximately 150 skilled workers when the plant is in full operation.

Parachutes made by the company are known as "flare parachutes" used by airplanes to light up large areas of

terrain in landing, or to illuminate fields of operation during war time. The plastic materials used in the making of the "chutes" is said today to be lighter than silk or Japanese rice paper now commonly used, and to have the additional factors of being non-inflammable and stronger. According to Norwalk interests, orders now held by the company are claimed to be tremendous. The material used, it is said, has been tested by the United States Government and governments abroad with complete satisfaction.

The peace-time demand for these chutes is expected to be large, since the United States Army, and commercial planes are expected to carry a very large number of the chutes carrying flares.

Officials of the firm claim that the concern will be geared to produce approximately 750,000 chutes per week.

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Sprague Meter Gives Annuities. A retirement plan to supplement Federal old age benefits has been recently adopted by the Sprague Meter Company of Bridgeport. The plan is on a cooperative basis with employees and the company contributing toward the purchase of annuity incomes to begin at age 65. Each participating employee will contribute two percent of his monthly salary and to each dollar contributed by an employee, the company will add \$1.50.

In addition, the company has paid \$200,000 to purchase annuities based upon the present salary and the number of years of service spent in the company's employ so that older employees may retire with an income equivalent to that which they would receive had the plan been in force when they first began to work. Total benefits, when combined with the Federal benefits, will provide an income of 50 to 75 percent of earnings for most employees.

Employees who die or leave the company before attaining the retirement age, will receive contributions with two and one-half percent compound interest and those who leave after ten years with the company, if they have reached the age of 45, may take with them the paid-up annuity purchased by their own and the company's contributions.

In announcing the plan, President F. L. Fairchild said, "The directors of the Sprague Meter Company adopted

THE CASE AGAINST COERCION BY NON-REPRESENTATIVE UNION LEADERS

Editor's Note. Reproduction of news item in Bridgeport Herald, January 21.

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Textile Union Struck Over Members' Pleas

Somersville Walkout Called by Small Group, Union Men Claim

Internal friction in the CIO union at the Somersville Manufacturing Co., since the losing strike several weeks ago finally flared in the Justice Court of Francis W. H. Bill last week, with President Henry Goyette and Organizer Stanley Pekis in the major roles.

They were presented on charges of breach of the peace and drunkenness after they had attempted to beat up Henry Taylor, once a prominent member of the local.

Taylor, father of seven young children, went back to work shortly before Christmas. He preferred to risk the wrath of the clique of old timers, he says have taken control of the local, rather than see his children await Santa Claus in vain.

Members of the strikers' group, presided over by Goyette and Pekis, made life miserable for Taylor.

Several times, two or three strikers set upon him and finally tired of being forced to fight every time he ventured forth on the street, Taylor complained to Sergeant Harris J. Hulbert at the Stafford Springs State Police barracks.

Patrolmen Arthur Koss and Leland Cable were detailed to break up the drive against Taylor. They arrested Goyette and Pekis.

During the investigation, police say, they uncovered information that the strikers were kept from their jobs by members of the Goyette faction, who were trying to save their own jobs.

As president of the local, it appears Goyette called the strike when the company tried to replace antiquated spinning machines with more modern equipment.

Goyette and Pekis put the strike in motion over the pro-

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test of many union members.
At no time after the strike was called were members given a chance to vote or in open meet-

ing.
Attempts to take command of the meetings from the ruling clique brought clashes in which physical violence played a part.

Members who sought to bring the strike question to a vote were set upon by the musclemen and prevented from speaking.

The HERALD has learned that the strikers would have voted to return to their jobs, two days after the strike started, if they had been given a chance to put the matter to a vote.

The strike was lost after weeks of pointless idleness when the men voted to return at company terms.

Major losers were Goyette and his cronies of the spinning department. During the walk-out, the company dismantled all machines in the department and announced that work would be done in the future by another concern.

Justice Bill fined Goyette and Pekis \$25 each and costs on the breach of the peace count. The drunkenness charges were nolle.

Because of each man's family, payment of the fines was suspended for as long as the men remain on their good behavior.

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this plan in recognition of the many years of faithful service by our employees in the past and to provide for greater security for our employees in the future."

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Cinaudagraph's Sell Speaker Line. The Cinaudagraph Corporation of Stamford, has recently sold its facilities for the manufacture of loud speakers

to the United Teletone Corporation of New York, which will continue to operate in part of the factory occupied by the Cinaudagraph Company, the latter now devoting its production activities entirely to its magnetic steel business.

The new company will be operated under the management of L. C. Baraf and I. A. Mitchell, who now operate

United Transformer Corporation of New York. H. B. Golden is resident manager of the United Teletone Company.

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Landers Buys Carpet Sweeper Company. Landers, Frary and Clark, New Britain, has recently completed negotiations for the purchase of the O-Pan-Top Mfg. Company of Newark, New Jersey, well known manufacturers of carpet sweepers with the open top dirt receiver. The O-Pan-Top Sweeper will be manufactured temporarily in Newark, but will eventually be produced at the Landers plant in New Britain.

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Stanley Veterans Honored. The Stanley Tools Division of the Stanley Works, New Britain, honored George Eger, B. Wheeler and E. A. Cherry, Stanley veterans, at a testimonial dinner at the Indian Hill Country Club, January 8.

Mr. Eger has served the company 60 years, Mr. Wheeler, 52 years and Mr. Cherry, 50 years.

Approximately 50 heard Clarence F. Bennett, president of the Stanley Works, and others, praise the veteran trio for their long years of conscientious service. The party was a sidelight of the annual sales conference conducted during the same week by the Stanley Works.

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Gibson Officials Inspect Plant. Officials of the C. R. Gibson and Company, Inc., lithographers of New York and Cincinnati, inspected their new \$65,000 plant under construction on Knight Street, Norwalk. The new building is said to be completed about the middle of February, and occupied early in March, according to President Gibson.

C. R. Gibson and Company, Inc., are at present located at 118-120 East 16th Street, New York City, and are lithographers and manufacturing stationers, specializing in lithographed receipts, books, blank notes, etc., since 1872. The company also produces baby books, wedding books, greeting cards, etc.

Officers of the company are Charles R. Gibson, president and treasurer; Fanny L. Gibson, vice president, and James F. Pelton, secretary.

The new building, of brick construction, will resemble Edwards and Company's plant on the Post Road, and will contain some 24,000 feet all on

a single floor. The company is expected to employ between 40 and 50 persons, bringing key employees from New York, but engaging local labor as far as possible.

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Wilcox Named Chairman of Meriden District. Roy C. Wilcox, former Lieutenant Governor and executive vice president of the International Silver Company, Meriden, was recently made divisional chairman for Connecticut's Finnish Relief Fund in charge of the Meriden, Wallingford and Southington districts, according to William H. Putnam, state chairman.

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NEXT MONTH

CONNECTICUT INDUSTRY

will publish

"PRATT & WHITNEY MOVES ON"

A word and picture sketch of a dramatic moving job recently completed.

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Moody Addresses Waterbury Foremen. Joseph E. Moody, plant manager of the Hodshon-Berg Company of South Norwalk, hat manufacturers, speaking before some 200 members of the Waterbury Industrial Foremen's Club at the Y. M. C. A., December 14, warned his audience that "people are more important than anything else and it is vitally necessary to keep in contact with them. . . . Think of your employes as you would your personal relations. Treat your employes the way you treat Aunt Min when she arrives for an unscheduled visit. . . . Employers must be truthful. There must be fair play by both sides, and the employer must not try to 'short change' or to stand on technicalities. There must be no actual line of demarcation between management and workmen. An indoctrination program from top to bottom is required if the management is to get a complete and realistic reaction."

Mr. Moody pointed out that education of vice presidents is one of the hardest jobs in the world, but they must be sold ideas at times.

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Fuller Sponsors Work Program. The Fuller Brush Company sponsored a "Let's Go to Work" program at

Bushnell Memorial, Tuesday, January 16 at 7 p. m., with Herbert Hadel giving the principal talk which was broadcast.

The new three reel sound motion picture "Fuller Brushes" showing the development of the company including production and sales practices, from its early beginning up to the present, was also shown. This program represents only one of a series of efforts the Fuller Brush Company has been making in order to encourage further employment of those now out of work.

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State Fair Commission Disbands.

The Connecticut World's Fair Commission ceased to exist Friday, December 29, when its five members submitted their resignations to Governor Baldwin with the suggestion that the commission's work be taken over by the new State Development Commission. Willard B. Rogers, chairman of the Fair Commission and a member of the Development Commission, said it was agreed there was a duplication of effort.

Other members of the World's Fair Commission were John Cavanaugh of Norwalk, David E. Fitzgerald of New Haven, Frederick G. Hughes of Bristol, and A. E. Payson of Norwich, also a member of the Development Commission.

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Sheldon Gives Up Clock Post.

James R. Sheldon, president of the Waterbury Clock Company since 1932, announced at the January 12 meeting of the board of directors, that he would not be available as a candidate for the office of president at the annual meeting on January 31.

Mr. Sheldon became president of the Meldon Export Corporation with offices in New York City. It is understood, however, that he will continue to have close association with the clock company.

A graduate of Yale, Mr. Sheldon began his industrial career as a helper in the clock shop. In 1917, Mr. Sheldon married Marjorie Chase, daughter of Mr. and Mrs. Irving H. Chase. They have three children.

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Court Says Employers Can't Be

Forced. The United States Circuit Court of Appeals ruled January 9 that the Wagner Act does not compel an employer to sign a contract with a labor organization, thus reversing a precedent-setting National

Labor Relations Board order directing the Inland Steel Company to bargain with the Steel Workers Organizing Committee and to put any agreement that they may reach into writing. The court remanded the case to the NLRB for a new hearing, holding that under the Wagner Act collective bargaining procedure is "mandatory" but the "result is not." It explained that if Congress "had intended to place upon the employer the duty of entering into a written agreement, it would have so provided."

Concluding that the trial examiner who conducted hearings on the CIO union's complaint against Inland Steel Company showed a "hostile attitude," the court criticized labor board practices as follows:

"This record as a whole discloses the danger of imposing upon a single agency the multiple duties of prosecutor, judge, jury and executioner."

A large part of the court's 31-page opinion was devoted to criticisms of the conduct of Charles A. Wood, Labor Board trial examiner who presided at the three-and-a-half-month hearing on the SWOC's complaint against Inland. Among other things the court concluded that "he laid aside all semblance of serving in a judicial capacity," and devoted little time to the examination of "witnesses favorable to the board" but examined Inland witnesses at great length, "apparently for the purpose of impairing the credit or weight to be attached to their testimony." Wood's refusal to permit Inland attorneys to use a reporter to take a transcript was termed "unwarranted and inexcusable." "If dealing in assumptions," the judges opined, "we would assume that witnesses for the board were encouraged and perhaps emboldened, while those for Inland were discouraged, if not actually intimidated."

At the same time (January 9) the United States District Court of Appeals, sitting in San Francisco, held that the rights of employees to join a national or company union or decline to organize were "of equal value," thus denying an enforcement order for the National Labor Relations Board against the Sterling Electric Motors, Inc., in which it asked for disestablishment of a company union and for a cease and desist order against the employer. The decision was two to one for denial.

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Odlum Rules Against Non-Striker Benefits. Unemployment Commis-

sioner Frank R. Odlum ruled on January 13 that workers who are part of a class made jobless because of a labor dispute are not entitled to unemployment compensation. This ruling is considered sufficient to deny compensation whether or not the employee took part in the dispute and whether or not he was a member of the union which sponsored or fostered it. The rulings were made as a result of appeals of employees of Cheney Brothers of Manchester.

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Eyanson Made Executive Director.

Charles L. Eyanson, assistant to the president, secretary and assistant treasurer of the Association, has just been made executive director by the Board of Directors. Mr. Eyanson has served



CHARLES L. EYANSON

for 18 years as assistant to the president and for the past ten years as secretary and assistant treasurer of the Association. He will continue in the latter two posts in addition to carrying on the duties of executive director.

In proposing the change in Mr. Eyanson's title, President Hubbard said: "It would be impossible for me to state to the board my appreciation and that of the Board of Directors and all the members of this Association for the unusual executive ability that Mr. Eyanson has shown since his connection with the Association for the past eighteen years. His loyalty to me and the work of the Association cannot be appraised in words. His tireless energy, and his integrity and faithfulness will ever be appreciated by me and I desire to extend this slight tribute to be recognized at this time by the board."

Born in Spokane, Washington, September 15, 1892 and educated in the public schools of Indiana and at the University of Pennsylvania where he received his B.S. degree in engineering

in 1915, he began his active life as a professor of English in a Philadelphia Night School in 1916. He served in 1916 and the early part of '17 as chief of the staff Production Engineering Section of Council National Defense. During the World War in 1917-1919 he was attached to the Royal Air Force serving in England, Scotland and France where he organized and operated schools for Aero Mechanics. In 1919 he was assigned to the U. S. Air Services in which he served for a short period prior to his honorable discharge in March, 1919.

Returning to the United States he became professor of engineering administration at Drexel Institute and later became director of the extension department and a member of the administrative board of three operating the Institute. During his stay at Drexel he served as chief of the field staff for an industrial survey of United States carried out by the Technology Clubs Association, and also as secretary-general of the Council of Management Education.

He resigned his post at Drexel early in 1922 to accept a position of assistant to the president with the Association.

In addition to having complete charge of all legislative activities at the Association, he has been charged with all other executive duties involved in carrying out the recommendation of the president, executive committee and board of directors. Within the past 18 years he has served as director of a number of organizations, and as a member of numerous committees of organizations cooperating with the Association on various projects.

Mr. Eyanson is a member of the Sons of American Revolution, Veterans of Foreign Wars, American Legion Theta Delta Chi Fraternity, Engineers Club of Philadelphia, and of the Newcomen Society. He lives at 16 Chelsea Lane, West Hartford.

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Sperry and Barnes Conducts Third Open House. For the fourth consecutive year, Sperry and Barnes Company, pork packers of New Haven, has demonstrated through conducting "Open House" the interest of the public in the operation of their meat packing and processing plant.

Commenting on the company's latest Open House program held November 26, Mr. E. H. Cramsie, Sperry and Barnes general manager, said: "I am personally enthusiastic over the 'open house' idea as a builder of

corporation good will and very strongly endorse its use to all who seek to improve their relationship with the general public at a minimum of cost.

"During these open house events every precaution is taken to guard against accident, and we are glad to say that in the last three years more than 34,000 people have passed throughout the plant without a single accident.

"While I decline to state positively that the 'open house' is a medium for securing immediate new business, there was a definite indication of new business attributed to it this year. This was evident in the immediate signing up of new dealers and an increase in sales of sausage and our new tender frankfurts. There was a definite increase in our business volume in the week following the open house."

Outstanding dramatizations which impressed the visitors included the company's entire fleet of trucks lined up in front of the plant; a display, including a burlesque of a recent Harvard and Yale football game in which carcasses of 22 pigs were arrayed in complete football attire and lined up in team formation with realistic stadium atmosphere; a moving pyramidal display of sausage and meat products revolving within a circular pool from which spouted fountains of water, colored by shifting hues of light.

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Ashford Takes Over Foreign Trade Post. Mahlon Ashford, one-time secretary to two Governors of Puerto Rico and assistant executive secretary of Puerto Rico, has just taken over the post of Foreign Trade Secretary of the Manufacturers Association of Connecticut. He succeeds Albert C. Hine, Jr., who resigned to become associated with his father in the A. C. Hine Company, state distributors of Pontiac cars. Mr. Ashford simultaneously became manager of the Hartford Cooperative Office of the Bureau of Foreign and Domestic Commerce, also located in the Association's headquarters.

Born in Washington, D. C., April 7, 1904, son of the distinguished scientist, Colonel Bailey K. Ashford, discoverer of the cause and cure of the dread disease known as "Hookworm", Mr. Ashford received his early education in Washington and attended preparatory school at Princeton. After graduation from Princeton Preparatory School in 1921, he matriculated at Swarthmore College where he became a member of the Phi Sigma Kappa

Fraternity, but in 1922 transferred to a post graduates' school—School of Foreign Service, Georgetown University, Washington, D. C. where he was graduated in 1924.

Almost immediately after graduation from Georgetown, Mr. Ashford accepted a position with W. R. Grace and Company, New York City, which specializes in Latin-American trade. After a brief period of practical business training, he was promoted to the Nitrate and Cocoa departments, but in 1927 he accepted a position as Export Sales Correspondent with E. I. DuPont de Nemours and Company, Inc.,



MAHLON ASHFORD

of Wilmington, Delaware. Assigned first to the Latin American section, he later saw service with the European and Far Eastern divisions. As sales correspondent his duties were mainly to sell DuPont paints and lacquers through correspondence to customers in practically every country in the world. As part of this work he edited and translated a small Spanish-English house organ called "The DuPonter" as well as assisting with numerous problems of a technical nature involving a knowledge of exchange, advertising, purchasing, and shipping.

Due to a very drastic decline in the export business of DuPont in 1932, he went to Puerto Rico where he assisted his father in his laboratory at the School of Tropical Medicine until he was appointed secretary to the newly appointed Governor, R. H. Gore in 1933. His duties in this post required him to be, among other things, chief adviser to the Governor in the social, political and economic fields, a vital

link between the Executive and the public, author and editor of speeches and annual reports, correspondent in both English and Spanish, translator and interpreter, and act as public relations medium between the Press and the Governor.

After serving Governor Gore during his short term of office, he continued to act as secretary to Major General Blanton Winship, who succeeded Governor Gore early in 1934. In April, 1934, Governor Winship appointed him Assistant Executive Secretary of Puerto Rico, a post comparable to that of Secretary of State in any state of the Union. In this post he gained vast legislative experience, briefing bills and reports for final decision of the Governor, compiling legislative reports, selecting data for and compiling the Governor's annual report to the Secretary of the Interior in Washington.

Desiring to again engage in foreign trade work, his greatest interest, Mr. Ashford resigned in 1937 and returned to the United States where he was employed shortly afterwards by the New York office of the Standard Supply and Hardware Company, Inc., as a sales promotion man contacting the larger oil companies and sugar mill accounts for orders, the bulk of which were for export shipment. He resigned this post to come with the Association as Foreign Trade Secretary.

Mr. Ashford is married and expects to locate his home in Hartford early in February.

Mr. Hine, who left the Association's employ on January 12 to become associated with his father's company, served the Association since October, 1934, four months after his graduation from Dartmouth College. While at Dartmouth, he won honors in track and excelled in swimming and skiing. He was a member of the Sphinx Senior Society, Kappa Sigma Fraternity and Green Key, an honorary society.

While in college and since his graduation, he has been active in the Bantam Lake Yacht Club of which he was Commodore for 5 years. He was also a member of the Governor's Regatta Committee in 1936, which arranged and conducted a three day program of yachting events at New London in September of that year.

In his new post, Mr. Hine expects to take up special courses at the Pontiac plant and work through every department of the A. C. Hine Company preparatory to taking over many of the duties of his father.

DEPARTMENTS

Accounting Hints For Management

Contributed by Hartford Chapter, N. A. C. A.

Year End Statements. Financial statements of corporations reporting on the calendar year basis are now being released. Some reports have been available for several weeks but others will not be available for another month. While it is realized that there are numerous factors involved in the time required for compiling the reports there are still many instances where this delay is attributable to the necessity for taking physical inventories before operating results or financial condition can be determined.

The subject of inventories has been exhaustively discussed during the past year both in the press and by various professional and technical organizations and societies. The question of where responsibility lies for the correctness of inventories was discussed at length and it is believed that there is now some uniformity in the view that the statements are fundamentally those of the company. "Management itself has the direct responsibility for the maintenance of an adequate and effective system of accounts, for the proper recording of transactions in the books of account, and for the safeguarding of the assets of a concern." "The extension of procedures regarding inventories would be greatly facilitated if each concern . . . introduced continuous well-kept perpetual inventory records."

Obviously the appreciation and acceptance of this responsibility would do much toward eliminating cause for concern regarding this item on the balance sheet and would help to expedite the preparation of annual statements. Not only would this affect annual statements but the maintenance of suitable continuous records would permit of the preparation of more frequent statements of greater accuracy.

In any plan providing for perpetual inventory records a necessary companion feature is a periodical physical check-up of stock and materials. This can be done to best advantage when quantities on hand of a particular description are at a low point or reach a predetermined minimum quantity. An-

other plan is that a continuous rotation of the verification of parts or products on hand can be developed. In the distant past when all detail records were kept by hand the reason for foregoing perpetual records was plausible, but the adaptation of mechanical accounting equipment to this problem has been perfected to a large degree.

The foregoing comments have been directed primarily to the part played by inventories in annual financial statements. It would be erroneous however to leave the impression that this is the limit of the usefulness of records for the purpose. There are other valuable advantages to be obtained from the maintenance of suitable inventory records and some of these are enumerated below:

Elimination of sluggish inventories, excessive markdowns and dwindling profits due to guess-work buying.

Disclose staple items which sell regularly.

Promote intelligent purchasing based upon actual inventories, sales, and turnover of each item.

Avoid the loss of sales because of inadequate, poorly balanced stocks.

Permit the costing of individual sales and in manufacturing businesses, the costing of individual orders and processes.

Create a definite routine that will insure honesty, economy, efficiency, and accountability in every phase of the purchasing, receiving, storing, and requisitioning of materials, supplies, and merchandise.

The foregoing comments relate to the physical quantities but they do not cover questions involving the valuation thereof.

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February Meeting. Hartford Chapter Cost Accountants, N. A. C. A., will discuss "Costing Sales and Sales Analysis Records" at the monthly meeting to be held February 20, 1940. Edmund P. Young, Factory Accountant, International Silver Company, Meriden, will lead the discussion.

TRANSPORTATION

Freight Parity to be a Campaign Issue. Judging from recent statements in the press, the southern states will make the question of equality of freight rates a campaign issue this year and will endeavor to write into the Democratic Platform a plank calling for freight parity with the North.

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Maritime Commission Refuses Suspension of Rule 20-A. The United States Maritime Commission, January 16, declined to suspend the provision for a time limitation on the filing of overcharge claims with the carriers, as published in Rule 20-A on 2nd amended page 78 of Joseph A. Wells, Alternate Agent's Westbound Intercoastal Freight Tariff SB-I No. 6 which became effective January 18, 1940.

The protested provision states that any claim for alleged overcharge must be filed in writing with carriers parties to the tariff within one year from the date on which freight is paid to the carrier. The action of the Commission in declining to suspend the protested schedule is without prejudice to any decision which may be reached in any subsequent formal proceeding. The National Industrial Traffic League is opposed to any shortening of the period for the recovery of overcharges.

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Williamson Criticizes Freight Classifications. W. J. Williamson, general traffic manager of Sears, Roebuck and Company, and chairman of the Classification Committee of the National Industrial Traffic League, has recently called attention to the fact that "present railroad freight classification has been criticized by literally thousands of shippers over the entire country as being too voluminous for practical use." Said he, "It has grown over the years through contributions of industry, railroads, and container manufacturers." Mr. Williamson has just completed a study of the consolidated freight classification and has made numerous recommendations for their simplification. A few of his recommendations follow:

Said Mr. Williamson, "Take Rule 34 for example. This rule was constructed in its present form many years ago

(Continued on page 23)

SERVICES AT YOUR DOOR

An alphabetical list of accessible services recommended to Connecticut Industry readers

DAN R. CAMPBELL

Distributor

*Fire and Safety Appliances
and
Dugas Dry Compound Apparatus*
Stamford Tel. 3-4162

*Rates for this space
exceptionally low*

COAL

T. A. D. JONES & CO., INC.
*24 hour service to Connecticut
Industries*
New Haven — Bridgeport

*Ask about rates for one or
more of these spaces.*

DIESEL ENGINES

WOLVERINE MOTOR
WORKS, INC.

6 Union Ave. Bridgeport

ENGRAVERS

DOWD, WYLLIE & OLSON
*Advertising Art &
Photo Engraving*

106 Ann St. Hartford

CURTIS 1000 INC.

"Good Envelopes Plus Ideas"

342 Capitol Ave. Hartford, Conn.
Phone 2-1125

FENCING

THE JOHN P. SMITH CO.
*Distributors for Page fence.
Manufacturers of Wire Cloth,*

433 Chapel St. New Haven

*Ask about rates for one or
more of these spaces.*

THE HENRY SOUTHER ENGINEERING CO.

*Engineering & Chemical
Service*

*Research Facilities for
Industry*

Hartford, Conn.

*Ask about rates for one or
more of these spaces.*

WOODWORK

C. H. DRESSER & SON, INC.
*Factory—Cabinet—Special Wood-
work of All Kinds*
287 Sheldon St. Hartford

INSURANCE

AMERICAN MUTUAL
LIABILITY INS. CO.

Workmen's Compensation Ins.
Boston - Bridgeport - Hartford

PLATERS SUPPLIES— CHEMICALS

APOTHECARIES HALL
COMPANY

Established 1849
WATERBURY, CONN.

*Rates for this space
exceptionally low*

PRINTERS

THE CASE, LOCKWOOD &
BRAINARD CO.

Printers and Binders
Trumbull St., Hartford

RECORDING INSTRUMENTS

THE BRISTOL COMPANY

*Recording and Controlling
Instruments*

Waterbury - Connecticut

TRANSPORTATION

AMERICAN-HAWAIIAN
STEAMSHIP CO.

Coast-to-Coast Freight Service
New York — Boston

*Ask about rates for one or
more of these spaces.*

DOLLAR STEAMSHIP LINES,
INC., LTD.

*Inter-coastal—Far-East and
Mediterranean freight steamer
Service*

New York Boston

*Ask about rates for one or
more of these spaces.*

...Listing

Copy for listing in this department must be received by the 15th of the month for publication in the succeeding month's issue. We reserve the right to refuse any listing.

and minimums predicated on 36 foot cars which have fast disappeared from American Railroads until today we have relatively few of them left. We recommend, therefore, that the carload minimums shown in this rule be made applicable to the present standard 40 foot 6 inch car. This has further become necessary because of the fact that modern research and methods of construction have resulted in commodities such as electric refrigerators, washing machines, gas ranges, etc. being constructed with much lighter weight material than was utilized several years ago. This change has made it almost impossible to load with the same weight density in a given cubical capacity."

He also recommends changes in Rule 41 which specifies the type of container provided for safe transportation which the manufacturer must furnish at his own expense unless he wishes to pay penalties under Rule 5. Mr. Williamson could see no reason why a shipper who packed according to specifications for safe transportation should be penalized further by having the shipment classified higher and consequently pay additional transportation charges. He believes this practice has restricted the trading areas of manufacturers.

Mr. Williamson points out that many factors have contributed in recent years to the reduction in the prices of commodities but bemoans the fact that the present sad state of affairs demonstrates that railroad transportation has made no contribution to said reduced prices on merchandise in general. He believes that if the same efforts were put forth by the carriers

toward an improved merchandise service, that has been evidenced in the streamlining and speeding up of passenger trains, they would have accomplished much toward pulling themselves out of the present condition in which they find themselves in regard to the handling of merchandise traffic.

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Editorial Claims Government Milks

Railroads. According to a recent editorial in the Railway Age, "For every dollar of net income earned by the railways for their stockholders in the nine years ending with 1939 their taxes amounted to \$12.38, and during the same period taxes averaged more than \$295,000,000 annually while net income averaged less than \$24,000,000. The total taxes paid in the years 1931-1939, inclusive, amounted to \$2,656,056,000; net income earned in these same years was \$214,564,000. Thus the pay-off of the tax collector, as compared with the owner, was more than 12 to one, with the tax collector on the long end of the transaction.

The foregoing comparison is in striking contrast in the earlier nine year period from 1921-29 when taxes amounted to only 56 cents for every dollar of net income earned. During those years taxes averaged about \$351,000,000 annually, and net income about \$629,000,000.

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I. C. C. Determines Status of Rail-

way Express Agency. On Tuesday, January 9 the I. C. C. issued its report in No. MC-66562, Railway Express Agency, Inc., in which it made known to what extent, in its opinion,

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With sailings twice weekly in its North Atlantic service, once every 10 days in its South Atlantic service, the American-Hawaiian Steamship Company offers the most frequent schedule in a 30-port intercoastal range.

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**AMERICAN-HAWAIIAN STEAMSHIP
COMPANY**

operations of the Railway Express Agency, and certain subsidiaries, in interstate or foreign commerce, are subject to the Motor Carrier Act, 1935. Its findings were as follows:

1. That motor vehicle operations in interstate or foreign commerce by or in behalf of the Agency or any of its subsidiaries in pick-up or delivery or transfer service within terminal areas, which operations are associated with prior or subsequent express service by railroad or partly by railroad and partly by water and for which no charge is made in addition to that applicable to such prior or subsequent express service, are subject to the provisions of part I of the Interstate Commerce Act, and are not subject to the provisions of part II; and that authority for such operations is not required from us.

2. That motor vehicle operations in interstate or foreign commerce of the Agency or any of its subsidiaries in transportation which is incidental to transportation by aircraft are not subject to the provisions of part II of the Interstate Commerce Act, except the provisions of section 204 relative to qualifications and maximum hours of service of employees and safety of operation or standards of equipment; and that authority for such operations is not required from us.

3. That motor vehicle operations in interstate or foreign commerce of the Agency or any of its subsidiaries in the performance for carriers by railroad of pick-up and delivery or transfer service within terminal areas

are subject to the provisions of part I of the Interstate Commerce Act and are not subject to the provisions of part II; and that authority for such operations is not required from us.

4. That other motor vehicle operations in interstate or foreign commerce of the Agency or any of its subsidiaries for carriers by railroad, not specified in finding 3, are subject to the provisions of part II of the Interstate Commerce Act; and that authority for such operations is required from us, such authority to go to the carrier by railroad or to the Agency or its subsidiary as the facts may warrant upon the application of the principles determined in Dixie Ohio Express Co., Common Carrier Application.

5. That all other motor vehicle operations in interstate or foreign commerce of the Agency or any of its subsidiaries, not covered by the foregoing findings, and which involve transportation not exempt under section 203 (b) (8) of part II of the Interstate Commerce Act, are subject to the provisions of said part; and that authority for such operations is required from us.

6. That where motor carriers in their own right perform service for the Agency or any of its subsidiaries, such motor vehicle operations are not those of the Agency or its subsidiary within the meaning of section 203 (a) (14) of part II of the Interstate Commerce Act.

7. That where motor vehicle operations are performed by use of vehicles

belonging to other persons, such operations are those of the Agency or its subsidiary or are those of others, within the meaning of section 203 (a) (14) of part II of the Interstate Commerce Act, as the facts in each instance may warrant upon application of the principles determined in Dixie Ohio Express Co., Common Carrier Application.

LOST PROFITS

Many manufacturers are virtually throwing away profits through lost discounts and inability to make advantageous purchases of materials.

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STATLER BUILDING

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BUSINESS PATTERN

The index of *general business activity in Connecticut* rose an additional half point in December to stand at 8% above the estimated normal, though the rapid advance of the last six months has slackened appreciably.

The volume of industrial activity in the *United States* increased in December for the seventh consecutive month to stand at 1% above normal.

The weekly business index showed definite indications of leveling off dur-

November, while activity in New Britain increased.

Factory employment experienced little change from last month.

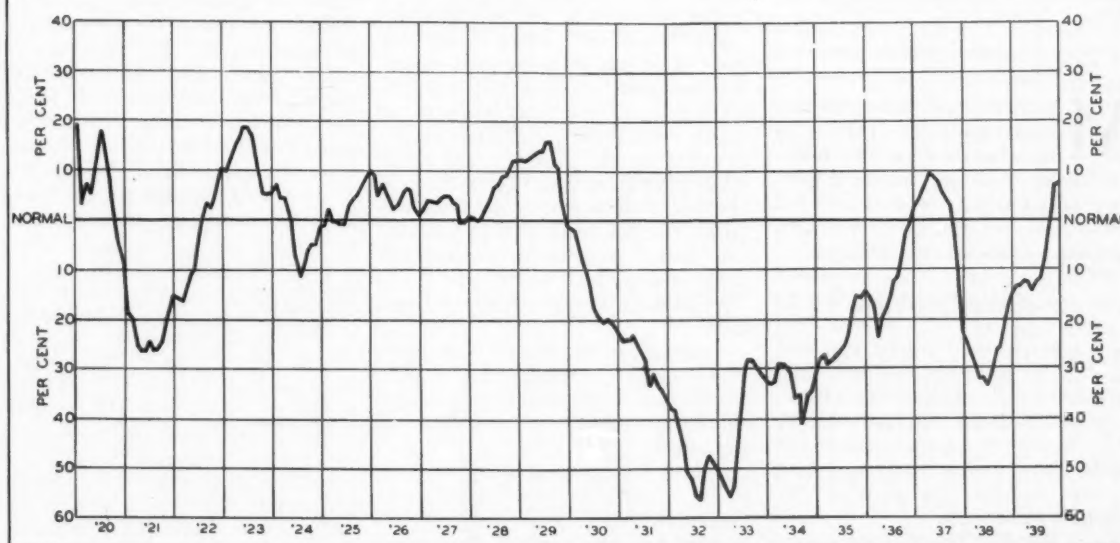
Cotton mill activity continued above normal for the second consecutive month.

Wage increases of 5% were reported by the Fuller Brush Company of Hartford and 10% by the Decca Record Company of Bridgeport. Year-end bonuses were announced by many con-

space for all buildings for which contracts were awarded in the State during 1939 was slightly less than for the previous year. This decrease was entirely in non-residential building.

Automobile production in the United States during December was substantially higher than for the preceding month. The output for the week of January 13th reached a total of more than 111,000 cars, which was 28% higher than the corresponding week of 1939.

GENERAL BUSINESS IN CONNECTICUT COMPARED WITH NORMAL



ing December and the early part of January.

The composite trend of *manufacturing activity in Connecticut* receded slightly from the high point reached in November, though still standing at a higher level than in any other preceding period for the past ten years.

The index of man-hours worked in factories in this State declined moderately during December, but still stands at 16% higher than normal.

Bristol, Hartford and Bridgeport factories showed small decreases from

cerns in manufacturing and merchandising industries.

Freight carloadings originating in 13 Connecticut cities during December were 7 points higher than for November and 15 points above a year ago.

On the other hand, *metal tonnage* carried by the New Haven Road was substantially lower than November, though still 13% above normal.

Construction work in progress in Connecticut decreased moderately last month.

The number of square feet of floor

Operations of the steel industry which were better than 90% of capacity before the holidays have been reduced to 85% since the holidays.

Pig iron production during December was at the rate of 89% of capacity, only slightly below the exceptionally high rate prevailing in November.

December retail trade, as indicated by department store sales, showed improvement over last month. Sales in department stores reached the highest level of recent years, being 4% larger than in December last year, which had one more business day. For the entire year 1939, sales were 5% above 1938.

HINTS For EXPORTERS




The Combination Export Manager

By I. M. MacDONALD, *Export Manager,*

The J. B. Williams Co., Glastonbury

Editor's Note. Companies interested in this plan of handling exports should communicate with the Association's Foreign Trade Secretary.

MUCH has been said of the unusual opportunity that exists today for the American manufacturer to build up an export business, particularly in what many feel is the American manufacturers' own stamping ground—Latin America.

There is no doubt that the present offers opportunities which may not be available again for years to come, but the manufacturer of average size, who has little or no export business, finds a two-bar hurdle awaiting him (1), in the cost of adding an export department, headed by an experienced and capable man, and (2), in travelling expenses for the trip or trips that may have to be made.

Once the department is on a paying basis, these expenses fade into the black, but the gap between start and arrival is so wide that many manufacturers do not have the courage to make the venture.

Some concerns have used the "Combination Export Manager Plan" of getting started in exporting. Under this plan an experienced export man serves two or more non-competing firms, and approximates as closely as he can, the service that the manufacturer would receive from his own export manager. He takes the time needed to get a thorough knowledge of the line, and of the manufacturer's domestic selling plans and policies, and then applies those same plans and policies to the export markets, so far as may be practicable.

A number of New England manufacturers not only started their export business in that way, but have continued to operate under the Combination Export Manager plan.

The plan may be the answer to the "export question" being faced by many American manufacturers today. Whether there is, or is not, a worth while market for a firm's products, at worth while profits, can often be determined in this manner, and at a minimum of expense. If a business is obtained in the export field, the manufacturer is that much to the good, and may find it a means of evening his production throughout the year.

If nothing results, there's nobody hurt.

Connecticut has several manufacturing centers in which such a plan can be used to advantage, and experienced export men well qualified to serve them.

Canadian Exchange Board Approval Needed in Securities Payment.

On December 13, the Foreign Exchange Control Board of Canada issued a statement as follows: "The Foreign Exchange Control Board desires to point out to Canadian companies that the Board should be consulted before any of their securities are called for payment or refunding in advance of the contractual maturity date. This applies both to securities payable in foreign currency and to securities payable exclusively in Canadian currency. The Board must have an opportunity to consider the foreign exchange implications of any such acceleration of payment. In the case of securities payable exclusively in Canadian funds, a permit is necessary before payment can be made to non-residents, and the foreign exchange implications of such

payments must be considered by the Board in the same manner as in the case of payments in foreign currency. As previously announced it is the policy of the Board to permit payment of debts to non-residents at final maturity.

Philippine Market Valuable. The value of the Philippine market for American manufactured goods is frequently overlooked by exporters, but in terms of value the Philippine trade excels the Japanese because we take manufactured articles which benefit the American farmer, laborer, engineer, stockholder, and a thousand other groups, whereas Japan's purchases are mostly raw materials such as cotton, benefiting only the cotton grower.

American goods are pouring into the Philippines at the rate of some P 190,000,000 a year (Philippine peso is 50 cents U. S. money), or at the rate of about P 12 per year per capita based on a population of 16,000,000 persons. To give a clear picture of the value of this trade by comparison China would consume P 5,200,000,000 annually if it purchased at the same rate as the Philippines, Japan with its 70,000,000 persons would buy P 910,000,000 worth, while sixty million of the United Kingdom would buy P 780,000,000 worth. In short, America's best customers are United Kingdom, Canada, Japan, France and then the Philippines in terms of total purchases, but Japan's purchases per capita are less than half that of the Philippines, and only slightly more than ours in total volume.

U. S.-Argentina Trade Pact Dropped. Negotiations for a trade agreement between the United States and Argentina were temporarily abandoned January 5 after having been in progress since last August. Negotiations have been hopelessly deadlocked for several days prior to the announcement.

A statement for Foreign Minister Jose Maria Cantilo indicated that the international situation has caused the abandonment. Cantilo added that during the conference "we studied the convenience of suspending the negotiations for the time being until the international situation changes."

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Germany Penetrates Belgium Market. German machinery manufacturers are said to have recently increased their sales activities in Belgium making low quotations, long-term credits and quick delivery to all prospective purchasers of machinery.

From the standpoint of other countries, including the United States, the competitive situation is becoming serious, since recent deliveries of machinery items to Belgium manufacturers from the Reich originally promised for 1940, indicates ability of the German manufacturers to fulfill promises of early delivery. Machinery sales in Belgium started to move upward in November with much of the business reported being placed with the Reich.

C. O. JELLIFF

(Continued from page 5)

twine and numerous other special weaves. The latter types of cloth have unusual applications discovered by Jelliff engineers.

The fabricating of parts into a wide variety of products such as dipping or plating baskets, numerous filters, strainers, guards, sieves, etc., is done by many well known production machines supplemented by special machines of Jelliff design and hand labor. In all, something more than 1000 different parts are kept in the Jelliff stock room at all times while many other items are made on special order for unusual applications.

Among the wide variety of uses for Jelliff Mesh Products are: Air conditioning, airplane (carburetors and oil filters), automotive (carburetors and oil filters), screening cement, screening clay, filtering dry cleaning and dyeing liquids, gas burner screens, pressing equipment (wire behind steam presser buck), filtration plants, refrigerators, sewage disposal plants, oil burners, oil refining, etc.

Jelliff consumes millions of feet of wire annually in producing their mesh products, for it requires some 71 miles of .001 gauge wire to produce one

pound of wire cloth of the fine mesh variety. There are 9,600 lineal feet of wire in one square foot of 50 x 750 filter cloth.

Yes, Jelliff has moved far since the days of making hair sieves for onion sifting in the back of a hardware store. While a few old buildings are still being utilized by Jelliff for office and factory use, several new ones have been erected in recent years. Research, production, packing and sales methods are up-to-the-minute modern. Sales are made direct and through jobbers. Chief distributing points of the company are located at Dayton, Detroit, Atlanta, Houston, Oakland, Seattle, New York, Bronx, Newark, Philadelphia, Boston, Buffalo and Chicago.

Officers of the company are: President, Wilmot F. Wheeler; H. C. Wheeler, vice president; Henry H. Rennell, general manager, secretary and treasurer; and John F. Kelly, assistant secretary, and assistant treasurer.

LEGISLATION

(Continued from page 2)

law be amended to permit Senate ratification or veto of all agreements, and

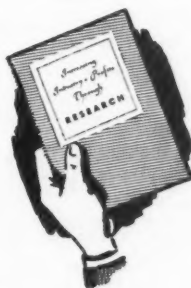
that the President should be prohibited from changing the form of duty.

The Walter-Logan bills, prescribing uniform administrative procedure for all governmental agencies and departments, often referred to as the legislation designed to "regulate the regulators" is expected to be taken up shortly. It has the strong backing of Republicans and Conservative Democrats as well as the whole-hearted support of industrialists, but loyal New Dealers are seeking to oppose it.

Among other important items taken up at this slow session are:

1. Continuation of Dies Committee by a vote of 345 to 21.
2. House Naval Affairs Committee hearings on the Vinson-Naval Expansion bill.
3. Surprise passage by the House of the Gavaganni Anti-Lynching Bill.
4. Proposed amendments to the Wagner Act, changes in personnel or both. The Administration is said to be fighting "tooth and nail" against amendments, with the idea of bringing about appeasement through changes in the board.
5. That the Walsh-Healey Government Contracts Act be stiffened.

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Thames Branch—Norwich, Connecticut



Ed. NOTE. This department, giving a partial list of products manufactured in Connecticut by company, seeks to facilitate contacts between prospective purchasers in domestic or foreign markets and producers. It includes only those listings ordered by Connecticut producers. Interested buyers may secure further information by writing this department. (Advertisement)

Accounting Forms		Bathroom Accessories		Brass Goods	
The Baker Goodyear Co	New Haven	The Charles Parker Co	Meriden	Sargent and Company	New Haven
Accounting Machines		Bearings		Scovill Manufacturing Co (To Order)	
Underwood Elliott Fisher Co	Hartford	New Departure Div of General Motors (ball)	Bristol	Brass Mill Products	
Acids		The Fafnir Bearing Co (ball)	New Britain	Bridgeport Brass Co	Bridgeport
Naugatuck Chemical (Div of U S Rubber Prod Inc)	Naugatuck & 1790 Broadway New York	Norma-Hoffman Bearings Corp. (ball and roller)	Stamford	Scovill Manufacturing Co	Waterbury
Adding Machines		Belts		Brass Stencils—Interchangeable	
Underwood Elliott Fisher Co	Hartford	Bevin Brothers Mfg Co	East Hampton	The Fletcher Terry Co	Box 415, Forestville
Advertising Printing		The Gong Bell Mfg Co	East Hampton	Brick—Building	
The Case Lockwood & Brainard Co	Hartford	Sargent and Co	New Haven	The Donnelly Brick Co	New Britain
Advertising Specialties		The N N Hill Brass Co	East Hampton	Bricks—Fire	
The H C Cook Co 32 Beaver St	Ansonia	Belting		Howard Company	New Haven
Scovill Manufacturing Co (Made to Order)	Waterbury	Hartford Belting Co	Hartford	Broaching	
The Waterbury Button Co	Waterbury	The Russell Mfg Co	Middletown	The Hartford Special Machinery Co	Hartford
Aero Webbing Products		The Thames Belting Co	Norwich	Brooms—Brushes	
Russell Mfg Co	Middletown	Benches		The Fuller Brush Co	Hartford
Air Compressors		The Charles Parker Co (piano)	Meriden	Buckles	
The Spencer Turbine Co	Hartford	Bicycle Coaster Brakes		The Hatheway Mfg Co (Dee Rings)	Bridgeport
Aircraft—Repair & Overhaul		New Departure Div General Motors Corp	Bristol	The Hawie Mfg Co	Bridgeport
United Airports Div United Aircraft Corp	Rentschler Field East Hartford	Bicycle Sundries		The G F Prentice Mfg Co	New Britain
Airplanes		New Departure Div General Motors Corp	Bristol	John M Russell Mfg Co Inc	Naugatuck
Vought-Sikorsky Aircraft, Div United Aircraft Corp	Stratford	Binders Board		B Schwanda & Sons	Staffordville
Aluminum Castings		Colonial Board Company	Manchester	The Patent Button Co	Waterbury
Newton-New Haven Co 688 Third Avenue	West Haven	Biological Products		The Waterbury Button Co	Waterbury
Aluminum Forgings		Ernst Bischoff Company Inc	Ivoryton	Buffing & Polishing Compositions	
Scovill Manufacturing Co (small)	Waterbury	Blocks		Apothecaries Hall Co	Waterbury
Aluminum Goods		Howard Company (cupola fire clay)	New Haven	Lea Mfg Co	Waterbury
Scovill Manufacturing Co (To Order)	Waterbury	Blower Fans		Buffing Wheels	
The Waterbury Button Co	Waterbury	The Spencer Turbine Co	Hartford	The Williamsville Buff Mfg Co	Danielson
Aluminum—Sheets & Coils		Colonial Blower Co	Hartford	Buttons	
United Smelting & Aluminum Co Inc	New Haven	Blower Systems		B Schwanda & Sons	Staffordville
Ammunition		Colonial Blower Co	Hartford	The Patent Button Co	Waterbury
Remington Arms Co Inc	Bridgeport	Boilers		Colt's Patent Fire Arms Mfg Co	Hartford
Aromatics		The Bigelow Co	New Haven	Scovill Manufacturing Co (uniform and tack fastened)	Waterbury
Naugatuck Chemical (Div of U S Rubber Prod Inc)	Naugatuck & 1790 Broadway New York	Petroleum Heat & Power Co (domestic only)	Stamford	The Waterbury Button Co	Waterbury
Artificial Leather		Bolts and Nuts		Cabinets	
Zapon Div, Atlas Powder Co	Stamford	Clark Brothers Bolt Co	Milldale	The Charles Parker Co (medicine)	Meriden
Asbestos		The O K Tool Co Inc (T-Slot)	33 Hull St Shelton	Cables—Wire	
Rockbestos Products Corp (insulated wire, cable and cords)	New Haven	The Blake & Johnson Co (nuts, machine screw-bolts, stove)	Waterville	The Wiremold Co (armored, armored leaded and non-metallic sheathed cable)	West Hartford
The Raybestos Div of Raybestos-Manhattan Inc (brake lining, clutch facings, sheet packing and wick)	Bridgeport	Bottle Bobbins		Cams	
Assemblies, Small		Sonoco Products Co (Climax-Lowell Div)	Mystic	The Hartford Special Machinery Co	Hartford
The Wallace Barnes Co Div, Associated Spring Corp	Bristol	Box Board		Carpet Lining	
Automobile Accessories		National Folding Box Co	New Haven	Palmer Brothers Co	New London
The Rostand Mfg Co (windshields, seats, and body hardware)	Millford	New Haven Pulp & Board Co	New Haven	Castings	
Automotive Friction Fabrics		Robertson Paper Box Co	Montville	The Charles Parker Co (gray iron)	Meriden
The Russell Mfg Co	Middletown	The Lydall & Foulds Paper Co	Manchester	The Gillette-Vibber Co (gray iron, brass, bronze, aluminum, also Bronze Bushing Stock)	New London
Automotive & Service Station Equipment		Boxes—Paper—Folding		The Sessions Foundry Co (gray iron)	Bristol
Scovill Manufacturing Co (Canned Oil Dispensers)	Waterbury	Atlantic Carton Corp	Norwich	John M Russell Mfg Co Inc (brass, bronze and aluminum)	Naugatuck
Bakelite Moldings		S. Curtis & Son Inc	Sandy Hook	Malleable Iron Fittings Co (malleable iron and steel)	Branford
The Waterbury Button Co	Waterbury	M. S. Dowd Carton Co	Hartford	McLagon Foundry Co (gray iron)	New Haven
Balls		National Folding Box Co (paper folding)	New Haven	Newton-New Haven Co (zinc and aluminum)	688 Third Ave West Haven
The Abbott Ball Co (steel bearing and burnish- ing)	Hartford	The New Haven Pulp & Board Co	New Haven	Philbrick-Booth & Spencer Inc (Grey iron)	Hartford
The Hartford Steel Ball Co (steel bearing and burnishing, brass, bronze, monel, stainless, aluminum)	Hartford	Robertson Paper Box Co	Montville	The Greist Mfg Co (white metal, slush, permanent moulds)	503 Blake St New Haven
Barrels		Brake Lining		Scovill Manufacturing Co (brass and bronze)	Waterbury
The Abbott Ball Co (burnishing and tumbling)	Hartford	Colt's Patent Fire Arms Mfg Co	Hartford	Vanadium Metals Co (brass, bronze and aluminum)	Groton
Barrels		The Raybestos Div of Raybestos-Manhattan Inc (automotive and industrial)	Bridgeport	Union Mfg Co (gray iron)	New Britain
The Hartford Steel Ball Co (tumbling)	Hartford	Brass and Bronze		Wilcox Crittenden & Co Inc (gray iron and brass)	Middletown
		The American Brass Co (sheet, wire rods, tubes)	Waterbury	Chain	
		The Bridgeport Rolling Mills Co	Bridgeport	John M Russell Mfg Co Inc	Naugatuck
		The Bristol Brass Corp (sheet, wire, rods)	Bristol	Chains—Head	
		The Miller Co (Phosphor bronze in sheets, strips and rolls)	Meriden	The Bead Chain Mfg Co	Bridgeport
		The Thinsheet Metals Co (sheets and rolls)	Waterbury		

IT'S MADE IN CONNECTICUT

—CONTINUED—

Labels
J & J Cash Inc (Woven) South Norwalk
Naugatuck Chemical (Div of U S Rubber
Prod Inc) (rubber) Naugatuck & 1790
Broadway New York

Lacquers & Synthetic Enamels
Zapon Div Atlas Powder Co Stamford

Ladders
A W Flint Co 136 Haven St, New Haven

Lamps
The Rostand Mfg Company (brass, colonial
style & brass candlesticks) Milford
The Greist Mfg Co (portable, office, floor,
table and novelty) 503 Blake St New Haven

Latex
Naugatuck Chemical (Div of U S Rubber
Products Inc) Naugatuck & 1790 Broadway
New York

Leather
Herman Roser & Sons Inc (Genuine Pig-
skin) Glastonbury

Leather Goods Trimmings
The G E Prentice Mfg Co New Britain

Letterheads
Lehman Brothers Inc (designers, engravers,
lithographers) New Haven

Lighting Equipment
The Miller Co (Miller, Duplexalite, Ivan-
hoe) Meriden
The Waterbury Button Co Waterbury

Locks
Sargent and Company New Haven

Locks—Cabinet
The Excelsior Hardware Co Stamford

Locks—Suit-case and Trimmings
The Excelsior Hardware Co Stamford

Locks—Trunk
The Excelsior Hardware Co Stamford

Locks—Zipper
The Excelsior Hardware Co Stamford

Machine Work
The Hartford Special Machinery Co (contract
work only) Hartford

Machinery
The Hallden Machine Company (mill) Thomaston
The Standard Machinery Co (bookbinders) Mystic

Machines
Andrew C Campbell Div American Chain &
Cable Co Inc (cutting & nibbling) Bridgeport
The Patent Button Company Waterbury

Machines—Automatic
The A H Nilson Mach Co (Special) Bridgeport

Machines—Forming
The A H Nilson Mach Co (four-slide wire
and ribbon stock) Bridgeport

Malleable Iron Castings
Malleable Iron Castings Branford

Marine Equipment
The Rostand Mfg Co (portlights, deck, cabin and
sailboat hardware) Milford
Wilcox Crittenden & Co Inc Middletown

Marking Devices
The Hoggson & Pettis Mfg Co New Haven

Mattresses
Palmer Brothers Co New London
Waterbury Mattress Co Waterbury

Measuring Instruments
The Bristol Co (long distance) Waterbury

Metal Cleaners
Apothecaries Hall Co Waterbury

Metal Cleaning Machines
Colt's Patent Fire Arms Mfg Co Hartford

Metal Goods
Bridgeport Brass Co (to order) Bridgeport

Metal Novelties
The H C Cook Co 32 Beaver St Ansonia
The Waterbury Button Co Waterbury

Metal Products—Stampings
J H Sessions & Son Bristol
The Greist Mfg Co 503 Blake St New Haven
Scovill Manufacturing Co (Made to Order) Waterbury

Metal Specialties
The Excelsior Hardware Co Stamford
The G E Prentice Mfg Co New Britain
The American Buckle Co (sheet metal over-
all trimmings) West Haven
The Greist Mfg Co 503 Blake St New Haven

Metal Stampings
The Patent Button Co Waterbury
The Excelsior Hardware Co Stamford
J H Sessions & Son Bristol
The H C Cook Co 32 Beaver St Ansonia
The Greist Mfg Co 503 Blake St New Haven
The Waterbury Button Co Waterbury

Milk Bottle Carriers
The John P Smith Co 323-33 Chapel St
New Haven

Mill Supplies
Wilcox Crittenden & Co Inc Middletown

Moulded Plastic Products
Colt's Patent Fire Arms Mfg Co Hartford
The Watertown Mfg Co 117 Echo Lake Road
Watertown

Mouldings
The Wiremold Co (surface metal race-ways)
West Hartford

Moulds
The Hoggson & Pettis Mfg Co (steel) 141
Brewery St New Haven
The Sessions Foundry Co (heat resisting for
non ferrous metals) Bristol

Nickel Anodes
Apothecaries Hall Co Waterbury
The Seymour Mfg Co Seymour

Nickel Silver
The Seymour Mfg Co Seymour

Nuts Bolts and Washers
Clark Brothers Bolt Co Milldale

Office Equipment
Underwood Elliott Fisher Co Hartford

Oil Burners
Malleable Iron Fittings Co Branford
The Silent Glow Oil Burner Corp Hartford
1477 Park St
Petroleum Heat & Power Co (domestic com-
mercial and industrial) Stamford

Paints and Enamels
The Tredennick Paint Mfg Co Meriden

Paperboard
Gair Thames Containers, Div of the Robert
Gair Co Inc New London
The New Haven Pulp & Board New Haven

Paper Boxes
Robertson Paper Box Co (folding) Montville
National Folding Box Co (folding) New Haven
The New Haven Pulp & Board New Haven

Paper Clips
The H C Cook Co (steel) 32 Beaver St
Ansonia

Paper Tubes and Cores
Sonoco Products Co (Climax-Lowell Div) Mystic

Parallel Tubes
Sonoco Products Co (Climax-Lowell Div) Mystic

Pharmaceutical Specialties
Ernst Bischoff Company Inc Ivoryton

Perfume Bases
Naugatuck Chemical (Div of U S Rubber
Prod Inc) Naugatuck & 1790 Broadway
New York

Phosphor Bronze
The Seymour Mfg Co Seymour
The Bristol Brass Corp (sheet) Bristol

Pipe
The American Brass Co (brass and copper) Waterbury
Howard Co (cement well and chimney) New Haven

Pipe Fittings
Crane Company (fabricated) Bridgeport
Bridgeport Brass Co (brass & copper) Bridgeport
Scovill Manufacturing Co (copper, red brass
and yellow brass) Waterbury

Platers
The Patent Button Co Waterbury
The Plainville Electro Plating Co Plainville

Platers—Chrome
The Plainville Electro Plating Co Plainville

Platers' Equipment
MacDermid Incorporated Waterbury

Plumbers' Brass Goods
Bridgeport Brass Co Bridgeport
Scovill Manufacturing Co Waterbury

Plumbing Specialties
John M Russell Mfg Co Inc Naugatuck

Pole Line
Malleable Iron Fittings Co Branford

Polishing Wheels
The Williamsville Buff Mfg Co Danielson

Presses
The Standard Machinery Co (plastic molding,
embossing, and die cutting) Mystic

Propellers—Aircraft
Hamilton Standard Propellers Div United
Aircraft Corp East Hartford

Punches
The Hoggson & Pettis Mfg Co (ticket & cloth)
141 Brewery St New Haven

Putty Softeners—Electrical
The Fletcher Terry Co Box 415 Forestville

Pyrometers
The Bristol Co (recording and controlling) Waterbury

Radiation-Finned Copper
The G & O Manufacturing Company New Haven

Railroad Equipment
The Rostand Mfg Co (baggage racks and mir-
rors for passenger cars) Milford

Rayon Yarns
The Hartford Rayon Corp Rocky Hill

Razors
Schick Dry Shaver Inc (electric) Stamford

Reamers
The O K Tool Co Inc (inserted tooth)
33 Hull St Shelton

Reclaimed Rubber
Naugatuck Chemical (Div of U S Rubber
Prod Inc) Naugatuck & 1790 Broadway
New York

Recorders and Controllers
The Bristol Co (humidity, motion and oper-
ation) Waterbury

Refractories
Howard Company New Haven

Resistance Wire
The C O Jelliff Mfg Co Southport

Retainers
The Hartford Steel Ball Co (bicycle & auto-
motive) Hartford

Reverse Gear—Marine
The Carlyle Johnson Mach Co Manchester

Riveting Machines
The Grant Mfg & Machine Co Bridgeport
The Raybestos Div of Raybestos-Manhattan
Inc (brass and aluminum tubular and
solid copper) Bridgeport

Rivets
Clark Brothers Bolt Co Milldale
The Blake & Johnson Co (brass, copper
and non-ferrous) Waterville
J H Sessions & Son Bristol
The Raybestos Div of Raybestos-Manhattan
Inc (brass and aluminum tubular and
solid copper) Bridgeport

Rods
The Bristol Brass Corp (brass and
bronze) Bristol

Roof Coatings & Cements
Tilo Roofing Co Inc Stratford

Roofing—Built Up
Tilo Roofing Co Inc Stratford

Rubber Chemicals
Naugatuck Chemical (Div of U S Rubber
Prod Inc) Naugatuck & 1790 Broadway
New York

Rubber Dispersions
The Stamford Rubber Supply Co ("Factice"
Vulcanized Vegetable Oils) Stamford

Rubber Latex
Naugatuck Chemical (Div of U S Rubber
Prod Inc) Naugatuck & 1790 Broadway
New York

Rubberized Fabrics
The Duro-Gloss Rubber Co New Haven

Rubber Footwear
The Goodyear Rubber Co Middletown
United States Rubber Prod Inc (Keda,
Kedettes, Gaytees, U. S. Royal Foot-
wear) Naugatuck

Rubber Latex
Naugatuck Chemical (Div of U S Rubber
Prod Inc) Naugatuck & 1790 Broadway
New York

Rubbish Burners
The John P Smith Co
423-33 Chapel St New Haven

Safety Fuses
The Ensign-Bickford Co (mining & deto-
nating) Simsbury

Scales—Industrial Dial
The Kron Company Bridgeport

Scissors
The Acme Shear Company Bridgeport

Screw Machine Products
The Blake & Johnson Co Waterville
Centerless Grinding Works Bridgeport
70 Knowlton St
The Eastern Machine Screw Corp New Haven
Truman & Barclay St
The Humason Mfg Co Forestville
Scovill Manufacturing Co Waterbury

Screws
The Blake & Johnson Co (machine) Waterville
Sargent and Company New Haven
Clark Brothers Bolt Co Milldale
The Charles Parker Co (wood) Meriden
The Bridgeport Screw Co (wood) Bridgeport
Scovill Manufacturing Co (cap and machine) Waterbury

Scythes
Winsted Manufacturing Co Winsted

Sewing Machines
The Greist Mfg Co (Sewing machine attach-
ments) 503 Blake St New Haven
The Merrow Machine Co Industrial
2814 Laurel St Hartford
(Advt.)

IT'S MADE IN CONNECTICUT

—CONTINUED—

Shaving Soaps		Studio Couches		Ventilating Systems	
The J B Williams Co	Glastonbury	Waterbury Mattress Co	Waterbury	Colonial Blower Co	Hartford
Shears		Switchboards		Vibrators—Pneumatic	
The Acme Shear Co (household)	Bridgeport	Plainville Electrical Products Co	Plainville	The New Haven Vibrator Co Inc (for all mechanical operations) P O Box 1669	
Sheet Metal Products		Switchboard Wires and Cables		New Haven	
The American Brass Co (brass and copper)	Waterbury	Rockbestos Products Corp (asbestos insulated)	New Haven	Vises	
Sheet Metal Stampings		Switches		The Charles Parker Co	
The Patent Button Co	Waterbury	Colt's Patent Fire Arms Mfg Co	Hartford	Washers	
J H Sessions & Son	Bristol	Tableware—Stainless Steel		The Blake & Johnson Co (brass, copper & non-ferrous)	
Signals		International Silver Co	Meriden	American Felt Co (felt)	
The H C Cook Co (for card files)	32 Beaver St Ansonia	Tanks		Clark Brothers Bolt Co	
Silks		The Bigelow Company (steel)	New Haven	The Sessions Foundry Co (cast iron)	
Cheney Brothers	South Manchester	Tape		J H Sessions & Son	
Silverware		The Russell Mfg Co	Middletown	Watches	
International Silver Co (tableware, nickel silver, silver plate and sterling)	Meriden	Tap Extractors		Benrus Watch Co 30 Cherry St	
Silverware—Hotel & Institutional		The Walton Co 94 Allyn St	Hartford	Waterproof Dressings for Leather	
International Silver Co	Meriden	Taps, Collapsing		The Viscol Company	
Silverware—Plated Hollowware		The Geometric Tool Co	New Haven	Webbing	
International Silver Co	Meriden	Tarred Lines		The Russell Mfg Co	
Silverware—Sterling & Plated Trophies		Brownell & Co Inc	Moodus	Welding Rods	
International Silver Co	Meriden	Textile Machinery		The Bristol Brass Corp (brass & bronze)	
Silverware—Sterling Silver Hollowware		The Merrow Machine Co 2814 Laurel St	Hartford	Wicks	
International Silver Co	Meriden	Textile Mill Supplies		The Russell Mfg Co	
Silverware—Tableware, Silver		Ernst Bischoff Company Inc	Ivoryton	Wire	
International Silver Co	Meriden	Thermometers		The Bristol Brass Corp (brass and bronze)	
Silverware—Tableware, Silver Plate		The Bristol Co (controlling, recording and indicating)	Waterbury	The Driscoll Wire Co (steel)	
International Silver Co	Meriden	Thin Gauge Metals		Hudson Wire Co Winsted Div (insulated & enameled magnet)	
Sizing and Finishing Compounds		The Thinsheet Metals Co (plain or tinned in rolls)	Waterbury	The Atlantic Wire Co (steel)	
American Cyanamid & Chemical Corp	Waterbury	Thread		The Bridgeport Screw Co (scratch brush)	
Smoke Stacks		Max Pollack & Co Inc	Groton	The Platt Bros & Co (zinc wire)	
The Bigelow Company (steel)	New Haven	The American Thread Co	Willimantic	P O Box 1030	
Soap		The Gardiner Hall Jr Co (cotton sewing)	South Willington	Rockbestos Products Corp (asbestos insulated)	
The J B Williams Co (industrial soaps, toilet soaps, shaving soaps)	Glastonbury	Threading Machines		Scovill Manufacturing Co (brass, bronze and nickel silver)	
Speakers		The Grant Mfg & Machine Co (double and automatic)	Bridgeport	Wire Arches and Trellis	
Cinaudagraph Corp (High Fidelity for radios, motion picture houses and public address systems)	Stamford	Time Recorders		The John P Smith Co	
Special Parts		Stromberg Time Corp	Thomaston	423-33 Chapel St New Haven	
The Greist Mfg Co (small machined, especially precision stampings)	503 Blake St New Haven	Timers, Interval		Wire Baskets	
Sponge Rubber		The H C Thompson Clock Co	Bristol	Rolock Inc (for acid, heat, degreasing)	
The Sponge Rubber Products Co	Derby	Tinning		The Bevin-Wilcox Line Co (braided)	
Spreads		Wilcox Crittenden & Co Inc	Middletown	East Hampton	
Palmer Brothers Company	New London	The Thinsheet Metals Co (non-ferrous metals in rolls)	Waterbury	Wire Cloth	
Spring Units		Tools		The C O Jelliff Mfg Corp	
Owen Silent Spring Co Inc (mattresses and upholstery furniture)	Bridgeport	The Hoggson & Pettis Mfg Co (rubber workers)	New Haven	The John P Smith Co 423-33 Chapel St	
Spring Washers		141 Brewery St	New Haven	Wire Connectors	
The Wallace Barnes Co Div Associated	Bristol	The O K Tool Co Inc (inserted tooth metal cutting)	33 Hull St Shelton	The Wiremold Co	
Spring Corp		Toys		West Hartford	
Springs—Coil & Flat		A C Gilbert Company	New Haven	Wire Drawing Dies	
The Humason Mfg Co	Forestville	The Gong Bell Co	East Hampton	The Waterbury Wire Die Co	
The Wallace Barnes Co Div Associated	Bristol	The N. N. Hill Brass Co	East Hampton	Wire Dipping Baskets	
Springs—Flat		Trucks—Lift		The John P Smith Co	
The Wallace Barnes Co Div Associated	Bristol	The Excelsior Hardware Co	Stamford	423-33 Chapel St New Haven	
Springs—Furniture		The Excelsior Hardware Co (lift)	Stamford	Wire Forms	
Owen Silent Spring Co Inc	Bridgeport	Tube Clips		The Humason Mfg Co	
Springs—Wire		The H C Cook Co (for collapsible tubes)	32 Beaver St Ansonia	The Wallace Barnes Co Div Associated	
The Wallace Barnes Co Div Associated	Bristol	Tubing		Spring Corp	
Stair Pads		The American Brass Co (brass and copper)	Waterbury	Wire Goods	
Palmer Brothers Company	New London	Scovill Manufacturing Co (copper alloys)	Waterbury	The Patent Button Co	
Stamps		Tubing—Condenser		The American Buckle Co (overall trimmings)	
The Hoggson & Pettis Mfg Co (steel)	141 Brewery St New Haven	Scovill Manufacturing Co	Waterbury	West Haven	
Stampings—Small		Typewriters		Scovill Manufacturing Co (To Order)	
The Wallace Barnes Co Div Associated	Bristol	Underwood Elliott Fisher Co	Hartford	Wire Mesh	
Staples		Underwood Elliott Fisher Co	Hartford	Rolock Inc (all meshes and metals)	
Sargent and Company	New Haven	Underclearer Rolls		Wiremolding	
Steel Castings		Sonoco Products Co (Climax-Lowell Div)	Mystic	The Wiremold Co	
The Hartford Electric Steel Co (carbon and alloy steel)	540 Flatbush Ave Hartford	Vacuum Cleaners		West Hartford	
Malleable Iron Fittings Co	Branford	The Spencer Turbine Co	Hartford	Wire Reels	
Nutmeg Crucible Steel Co	Branford	Valves		The A H Nilson Mach Co	
Steel—Cold Rolled Spring		Reading-Pratt & Cady Div, American Chain & Cable Co Inc	Bridgeport	Wire Partitions	
The Wallace Barnes Co Div Associated	Bristol	Valves—Automatic Air		The John P Smith Co	
Steel—Cold Rolled Stainless		Beaton & Cadwell Mfg Co	New Britain	423-33 Chapel St New Haven	
Wallingford Steel Company	Wallingford	Valves—Flush		Wire Rings	
Steel—Cold Rolled Strip and Sheets		Beaton & Cadwell Mfg Co	New Britain	The American Buckle Co (pan handles and tinnern's trimmings)	
Wallingford Steel Company	Wallingford	Valves—Relief & Control		West Haven	
Steel Goods		Beaton & Cadwell Mfg Co	New Britain	Woodwork	
Scovill Manufacturing Co (To Order)	Waterbury	Venetian Blinds		C H Dresser & Son Inc (Mfg all kinds of woodwork)	
Stop Clocks, Electric		The Permatex Fabrics Co	Jewett City	Yarns	
The H C Thompson Clock Co	Bristol			The Ensign-Bickford Co (jute carpet)	
				Simsbury	
				Zinc	
				The Platt Bros & Co (ribbon, strip and wire)	
				P O Box 1030	
				Zinc Castings	
				Newton-New Haven Co Inc 688 Third Ave	
				West Haven	
				(Advt.)	

SERVICE SECTION

On account of space limitations, the material and used equipment items offered for sale by Association members have not been classified by sizes or usage best adapted. Full information will be given on receipt of inquiry. Listing service free to member concerns. All items offered subject to prior sale.

FOR SALE—RENT—WANTED

FOR RENT in Mystic approximately 37,000 feet on single floor. Standard Mill Construction with sprinklers. Excellent daylight from skylights in roof throughout. Can be subdivided into three or four small sections for any manufacturer. Low rental rates. Address S. E. 111.

FOR SALE OR RENT. Factory space, with three steel and brick fire-proof buildings, four acres of land in business zone, excellent light, concrete floors, ground floor buildings, can rent one building with 25' ceiling and 50' x 50' in size, preferable to do this rather than rent whole works. Address S. E. 112.

FOR SALE. 1 Tabor Plain Jar Roll-over and Pattern Drawing Molding Machine No. 20024 with 40" x 50" Table, 25" Draw. 1 Tabor 22" Plain Jarring Roll-over and Pattern Drawing Molding Machine No. 19157, complete with equipment. 1 International 7" Cylinder, 24" x 36" Table, Type J Jarring Machine. Address S. E. 113.

WANTED—JOB WORK. Special machinery and parts made to order. 73 years' experience manufacturing machinery at your disposal. Your inquiries are solicited. Address S. E. 115.

LAND WITH WATER-POWER. Approximately 25 to 30 acres in Moodus—reservoir (stone dam with concrete top in good condition) develops 200 HP year-round. Reservoir holds six months' storage; steam boiler, 2 years old; chimney furnace room. Dam has 40 feet drop—55 cubic feet of water per second. Two other sites with water power, 75 HP each. Address S. E. 116.

FOR SALE. Two under-feed coal stokers, 150 H.P. each, good condition, used about 3 years. Can be seen attached (and ready to work), to a discarded boiler. Address S. E. 117.

TOOL MAKING FACILITIES AVAILABLE. A large Connecticut producer of oil burners with a well equipped tool room and a number of good tool makers is in a position to accept additional work in its tool department on an hourly basis. The name of the company will be given to parties interested upon writing to S. E. 118.

FOR RENT in Bridgeport approximately 20,000 square feet, one-story building. Columns on sixteen foot centers. Railroad siding and water facilities. Address S. E. 119.

WANTED—We have equipment for manufacturing wood mechanisms for certain types of wood work, metal machine work and small punching. Will gladly advise or quote on any item. Address S. E. 120.

WANTED—CONTRACT WORK. A thoroughly reliable Connecticut manufacturer desires contract work of the machine, sheet metal, polishing and buffing varieties. Interested parties should write to S. E. 121.

EMPLOYMENT

EXPERIENCED EXECUTIVES AVAILABLE. Well qualified men over 40 years of age for all types of businesses. Engineering—Production—Personnel—Advertising—Sales—Property Management. Not a commercial employment agency. No charges or fees. Address Forty Plus of Hartford, Room 235, Y.M.C.A. Bldg., 315 Pearl Street, Hartford, Connecticut. Telephone 2-4291.

WASHINGTON, D. C.—MANUFACTURER'S REPRESENTATIVE. 10 years experience in securing large Government contracts for manufacturers, well informed on Government procedure. Bank references. Commission Basis. Address P. W. 510.

CHEMIST Yale graduate, University of Pennsylvania M.S. in Chemistry, in late twenties is desirous of making connection with a Connecticut firm. Excellent laboratory, teaching, and industrial research experience. Good references. Address P. W. 514.

MECHANICALLY inclined young man with some factory and also some newspaper experience seeks opening with industrial concern in greater Hartford. Can furnish excellent references. Address P. W. 515.

METALLURGIST, with ten years experience on a wide variety of ferrous and non ferrous alloys wants position in the laboratory of a

metal manufacturer, or is willing to start at the bottom in the manufacturing department. Will go anywhere. Address P. W. 517.

TRAFFIC MAN. Man who has had some 15 years experience in travel agency and other traffic work desires position as traffic manager or assistant. Evidence of abilities will be given at interview. For interview appointment please write P. W. 518.

EXECUTIVE. Graduate engineer who has demonstrated his abilities in sales promotion organization and industrial relations work desires to locate with Connecticut or New England manufacturer because of conditions arising out of a recent merger of a company with which he was connected for some 18 years. His qualifications can be readily demonstrated at interview. Address P. W. 519.

CAPABLE COLLEGE GRADUATE, 30 years of age, with economic training and mechanical tendencies, has had six years of business experience, is still employed, but desires to be associated with a manufacturing company to learn the business. Can furnish excellent references. I am willing to prove my worth. Address P. W. 520.

EXECUTIVE STENOGRAPHER, whose ability to concentrate and perform under pressure—developed in court reporting work—should be of value to busy executive. Experienced in utilities, engineering and transportation fields. Male, single, 26, American. Free to travel. Address P. W. 521.

GENERAL FOREMAN with diversified experience in metal fabrication, qualified to supervise modern machine tool production, assembling, tool design, wood and metal pattern making, brass foundry, heat treating, time study, metal treating and blacksmith work, development and experimental work at minimum cost and high quality. Address P. W. 522.

FACTORY MANAGER OR SUPERINTENDENT: Practical management and engineering background with broad diversified experience in the manufacture of pressed and deep drawn metal stampings: brass goods: electrical specialties: lighting fixtures: plated and stainless steel hollow-ware and flatware: advertising novelties for premium and promotion trade: syndicate store merchandise. Thorough knowledge of product design: budgets: cost analysis and reduction: purchasing: tooling-up: plant upkeep: modern production methods: wage systems with incentives: organization and labor relations. Address P. W. 523.

WHAT DOES THE WORLD THINK ABOUT YOU AND YOUR PRODUCT? Why not have the light of favorable publicity shine upon you and yours? I can do it! Young, ambitious, experienced. Sound understanding of newspaper writing, copy writing, layouts, art work supervision. Technical education; understand machinery. Want a job with a challenge to it. Address P. W. 524.

ADVERTISING MAN. Young man just over thirty who has had over ten years industrial and agency advertising experience and who has been both assistant and advertising manager, now seeks a broader field in industrial sales promotion and advertising than now afforded in his present agency connection. Here is a real find in the promotion field. Address P. W. 525.

PARTNER WITH CASTING OR MACHINE SHOP WANTED by machine designed for marketing recently developed combination speed hammer and press. This air-operated machine tool has excellent marketing possibilities due to its dual purpose and the many new features, and is the result of an extensive investigation of present riveting machines. The machine is of medium size and is simple and compact in design. A patent has been applied for and complete assembly drawings are on hand. A good opportunity for an aggressive party who is willing to make a small investment. Will also be interested to hear from responsible machine tool manufacturer who is willing to take this machine over either outright or on a royalty basis. Address P. W. 526.

ANY SWAPPING YANKEES LEFT? If you are eager for more profitable sales, I'll exchange my sales and promotion experience, alert mentality, good health, and my loyal services for a return which at the end of a year or sooner will consider a good investment—or we part. Address P. W. 527.

SERVICES OF EXPORT MANAGER AVAILABLE. Thoroughly experienced in every phase of exporting, including appointing sales distributors, arranging local manufacture or assembly, directing sales and advertising, purchasing of materials abroad, etc. Has travelled in most countries of the world. Working knowledge of French and Spanish. In present position fifteen years. Good sales record. Best of references. Address P. W. 528.

ROGER SHERMAN

TRANSFER CO.



THREE generators brought from General Electric Co., Philadelphia, Pa., to Norwich, Conn., for U. S. Army engineers. On foundations at Norwich 24 hours after loading at Philadelphia.

Heavy Hauling • Rigging • Steel Erection

CRANES up to 60 ton capacity

BOOMS up to 150 feet

WINCH TRUCKS & TRAILERS up to 100 ton capacity

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Chance - Sikorsky
Hamilton Standard Propeller
Pratt & Whitney Aircraft
New Departure Mfg. Co.
New Britain - Gridley Machine Co.

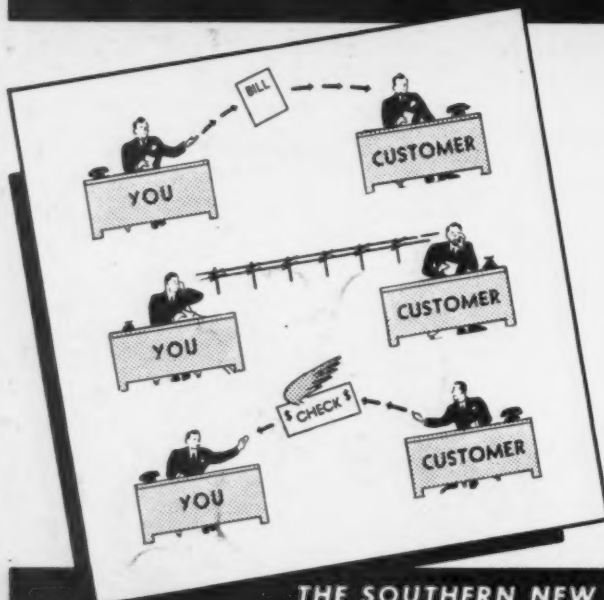
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An effective method of collecting an overdue account is to talk it over by Long Distance telephone. Why? Because discussion usually brings out the real reasons why you have not been paid. Once such reasons are known, details of payment satisfactory both to you and to the customer usually can be worked out. Frequently you not only get your money . . . you also keep your customer.

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COMPANY

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